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A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

PUBLISHED BY  
Mitchell Brothers Publishing Co.

Vol. XXX.

CHICAGO, ILLINOIS, NOVEMBER 15, 1911.

No. 5.

One Dollar Per Annum.  
SINGLE COPIES, TEN CENTS.

### TO EVERY OWNER OF A ROOF

If I could prove to you, absolutely beyond question, that my preservative compound will stop the leaks in any kind of a roof, and prevent it from leaking FROM FIVE TO TEN YEARS, you wouldn't hesitate to use it, would you?

I CAN DO MORE! I can show you where old and leaky roofs were made good, and have remained good considerably more than ten years. Honestly, FIVE YEARS OF WEAR DON'T SHOW on roofs that have been covered with my Indestructible Roof Preserver.

You can take any kind of a roof that is SO FULL OF HOLES THAT IT LEAKS LIKE A SIEVE—big holes and little ones—and repair it with my preserver so that it will be just as good as it ever was.

But, of course, if it is applied to new roofs, they WILL NOT GET LEAKY—which is better yet. This is economy, isn't it?

Remember, too, that no expert is needed to apply it. YOUR GENERAL UTILITY MAN CAN DO IT.

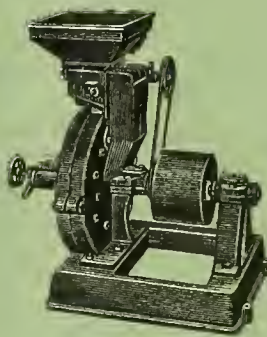
It is a mineral compound—waterproof—sunroof—weatherproof. It is applied like paint. It not only stops all leaks, but it protects iron from rust, and shingles from decay. And it is just as good for felt, gravel and composition roofs.

No matter what condition your roofs are in, nor how badly they leak, DON'T THINK OF PUTTING ON NEW ONES, without first writing us for particulars.

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FEED GRINDING MACHINERY  
of all kinds

FLOUR MILL SUPPLIES

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Friction Clutches  
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SEEDS

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### The Automatic Hot Journal Alarm System

gives protection and reduces fire insurance rates,

### The Zeleney Thermometer

tells the temperature of the grain in any part of the bin. This device soon pays for itself in lessening the labor of turning the grain alone.

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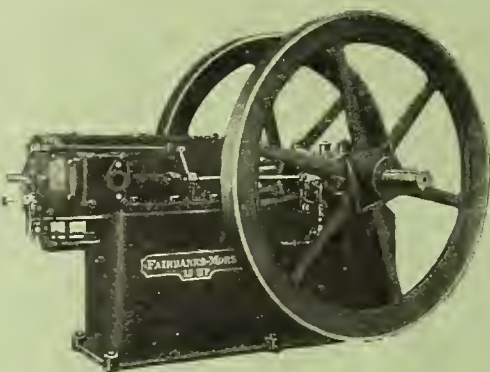
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Give *real* satisfaction every day they are used. They are built to stand years of hard service and they never disappoint.

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at small expense. No other power requires so little attention. We make engines especially adapted for mills and elevators which also give perfect satisfaction for general power purposes. Sizes 1 to 500 H. P. Send for Catalog No. 544 L. W.

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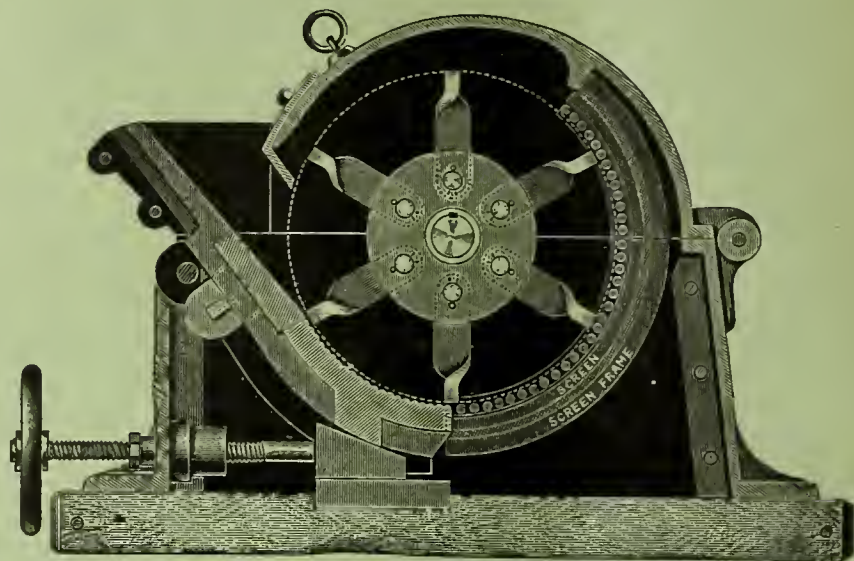
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For grinding Snapped Corn, Ear Corn, Shelled Corn, Corn By-Products or any Cereal that grows.

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DOUBLE THE OUTPUT  
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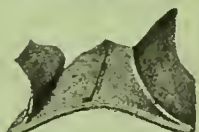
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*You know all about rubber belting that—*

Separates in the plies like this 



Splits in the seams like this 



*and fails you long before it is actually worn out in service.*

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**Grain Elevating and Conveying**

IS IN EVERY FEATURE SUPERIOR  
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and will SAVE you MANY DOLLARS  
IN YOUR OPERATING EXPENSES.

WRITE NOW for Samples, Testimonials and Further Information.

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High Grade Leather & Rubber Belting  
Hose, Package, Etc.

"Oldest Belting and Rubber House in the West"

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(and Mill Feed Supplement)

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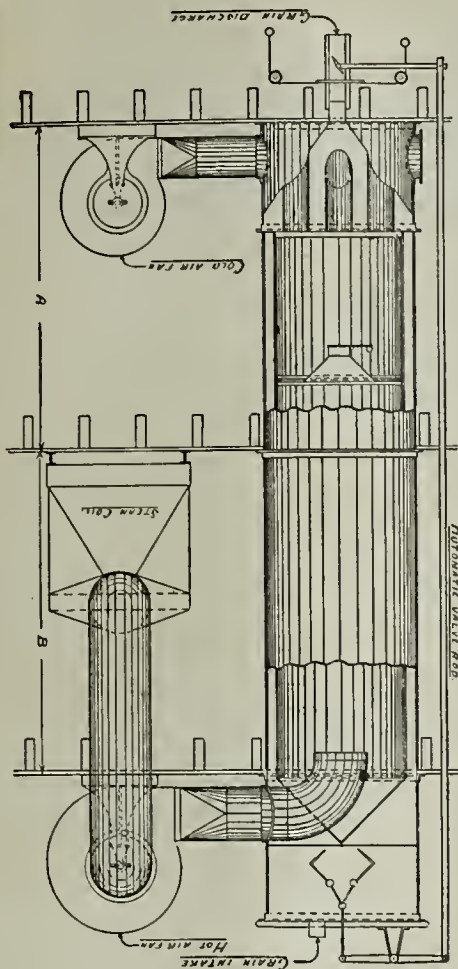
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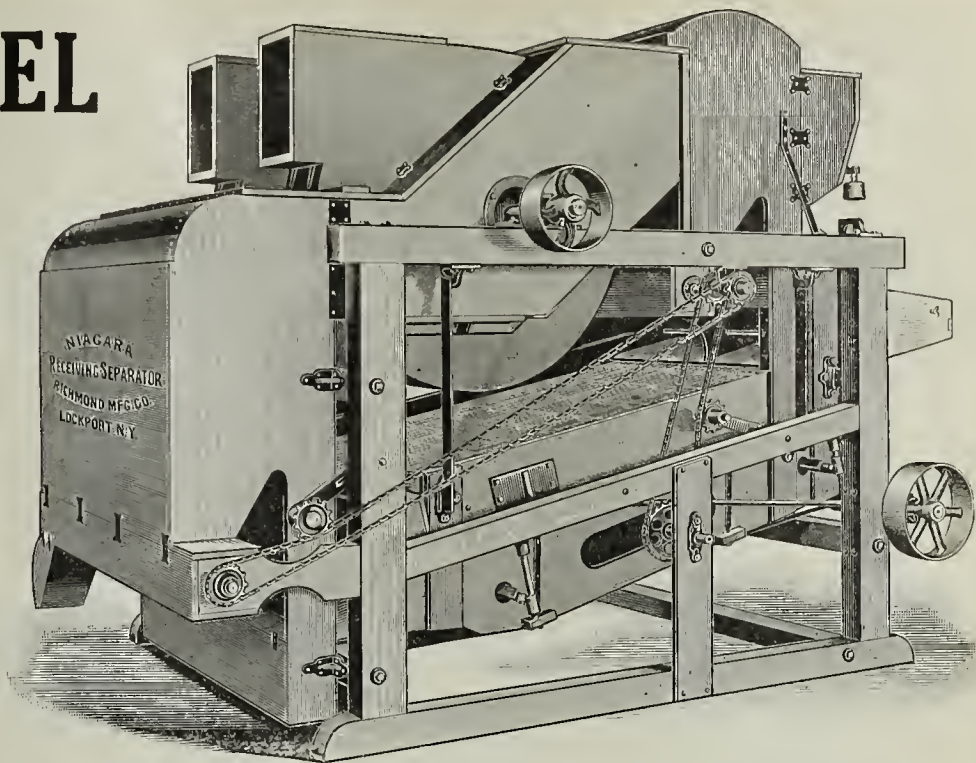
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Will remove from grain any percentage of moisture desired. Hot or cold air or both can be used.

Built for any capacity.

Guaranteed satisfaction.

Hundreds in daily use.



## NIAGARA RECEIVING SEPARATOR

Especially adapted for cleaning all kinds of grain. Steel sieves. Deep ring oiling boxes. Cleaners that keep the sieves clean at all times.

Built of steel, wood, or wood covered with steel, in capacities from 30 to 4000 bushels per hour.

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WE GIVE EXCLUSIVE AGENCY.**

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MILLS AT MINNEAPOLIS, MINN., and MEMPHIS, TENN.



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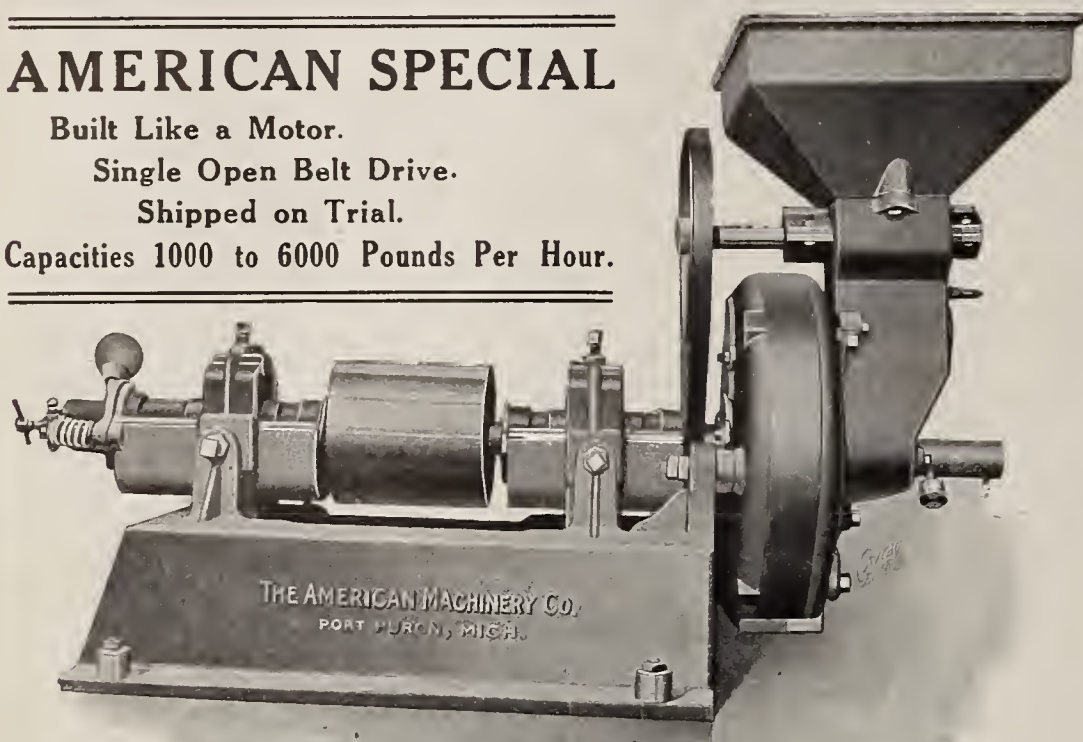
## AMERICAN SPECIAL

Built Like a Motor.

Single Open Belt Drive.

Shipped on Trial.

Capacities 1000 to 6000 Pounds Per Hour.



In Feed Grinding as Evidenced by Letters and References From Hundreds of Operators.

WHEN THE AMERICAN SPECIAL will grind screenings so as to destroy the weed seed, rice hulls, oat hulls, corn bran, wheat bran, you cannot but admit that it will grind oats, barley, rye, peas, corn, cob meal or anything that will make feed.

NO CONTRACT—SIMPLY A LETTER giving us permission to make shipment—you operate for 30 days after installation, then let us know if you are satisfied.

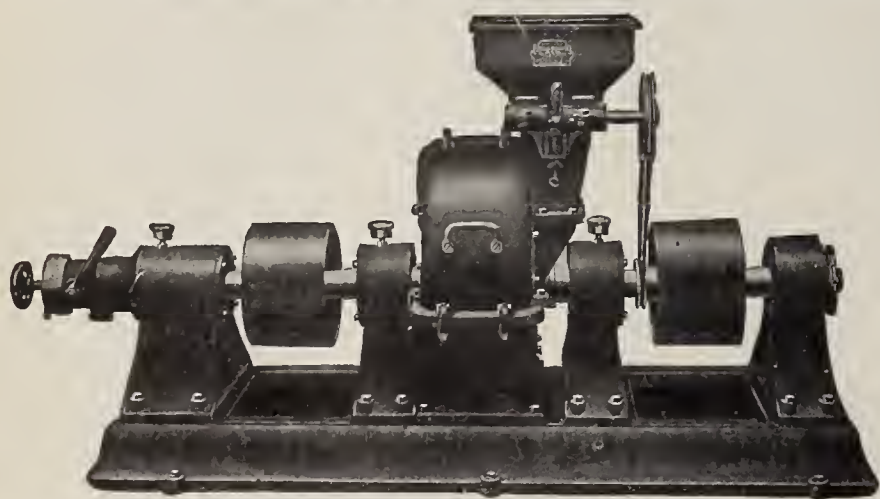
Your claims covering fineness, uniformity, softness and coolness as well as saving 1-3 of our power, are more than lived up to.

AUBURN ELEVATOR COMPANY,  
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We would like to send you complete descriptive matter of our feed mill outfit, giving references from parties who are satisfied where they were formerly using the best makes of other grinders.

**THE AMERICAN MACHINERY COMPANY, PORT HURON, MICH.**  
FLOUR MILL AND FEED EQUIPMENT A SPECIALTY

## More Money in Feed Grinding



## The Monarch Ball Bearing Attrition Mill

will make it for you. It is absolutely guaranteed to effect a saving of 33 $\frac{1}{3}$ % in power cost over the ordinary feed grinder. And a saving in power cost means an addition to profit. Remember this saving is absolutely guaranteed.

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## THE MILL THAT MAKES MONEY

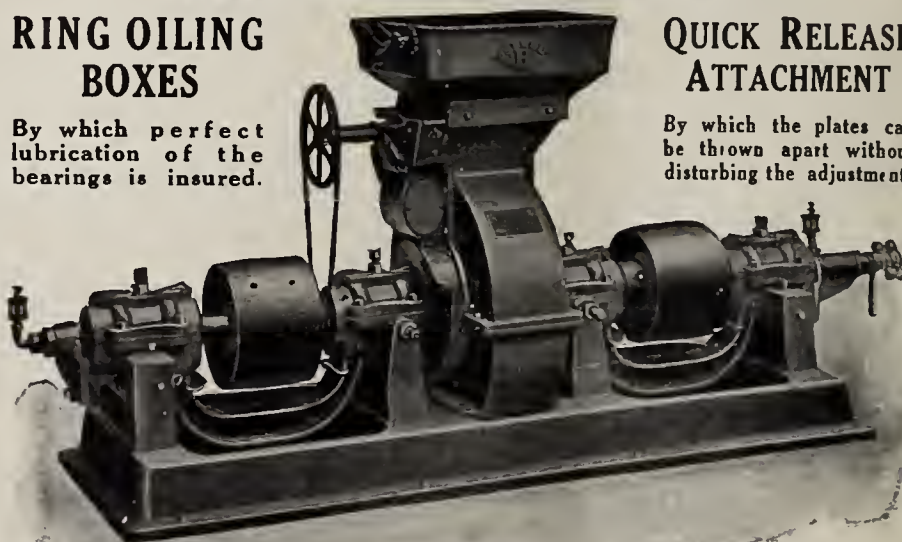
*Quality and Capacity Can't Be Equaled*  
*The Best Corn and Feed Grinder on Earth*

### RING OILING BOXES

By which perfect lubrication of the bearings is insured.

### QUICK RELEASE ATTACHMENT

By which the plates can be thrown apart without disturbing the adjustment.



### SPRING COLLAR

By which the plates are prevented from striking together when hopper is empty.

### IMPROVED AUTOMATIC FEEDER

By which the grain is easily conveyed to the grinding plates, making a positive and noiseless feed.

MADE EXCLUSIVELY BY

**MUNSON BROS. COMPANY**  
UTICA, N. Y., U. S. A.



Section of  
Old Style FlightSection of  
Helicoid Flight

# HELICOID

**Helicoid** conveyor has a stronger flight and a heavier pipe than the same diameter of old style conveyor, and

**Helicoid** flight and pipe are put together so they support and strengthen each other.

**Helicoid** flight has a shovel edge. Other has blunt edge.

**Helicoid** flight is one continuous strip of metal end to end of pipe. Other is short sections lapped and riveted together every turn or half turn around the pipe.

**Helicoid** is a smooth, nicely-balanced spiral, and has no joints to wear out and open up.

**Helicoid** requires fewer repairs, and less power to drive it.

**Helicoid** costs no more than inferior kinds of conveyor; it's all-round satisfaction at the same price.

Ask about our Steel Conveyor Boxes, too.

**H. W. Caldwell & Son Co.**

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Terminal,  
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**SEEDS**

Grain, Clover and Grass Seeds,  
**CHAS. E. PRUNTY,**  
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That the best way to get what you want, and get it promptly, is to send your orders to people who have had experience in the business and who carry a stock of goods always ready for quick shipment? We have been in the Elevator and Mill Furnishing business over twenty-five years and feel that we know something about it. We carry in stock a complete line of supplies, including Testing Sieves, Transmission Rope, Belting, Steel Split Pulleys in sizes up to 54-inch, Elevator Buckets, Conveyor Chain Belting, Sprockets, Lace Leather, Scoops, Shafting, Collars, Bearings, etc., etc. Send us your orders. We will satisfy you.

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MINNEAPOLIS, MINN.

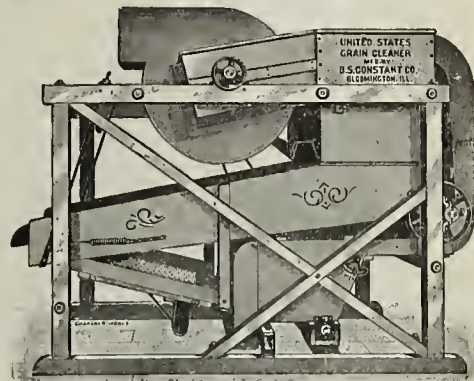
Northwestern Agents for The Great Western Mfg. Co., Richardson Automatic Scales, Invaluable Cleaners, Knickerbocker Dust Collectors

## The U. S. Grain Cleaner

### For Corn and Oats

Will clean wheat when a wheat screen is provided.

New Tossing Movement and Device which turns the cobs and shucks over and saves all the corn, also the screenings.

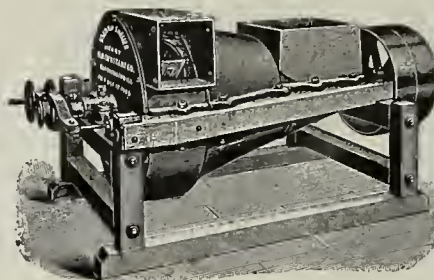


Notice that the cleaned grain leaves the Cleaner under the center, making it very convenient to spout in any direction.

Easily and cheaply installed. Simply spout the corn and cob to the Cleaner and the automatic spreader takes care of it.

No Bracing necessary. Bolt it to the floor and Block against the pull of the Belt.

## The U. S. Corn Sheller



Our No. 1 and 2 on a wood frame with separate fan and Lock Wheel Adjustment always gives

### Entire Satisfaction.

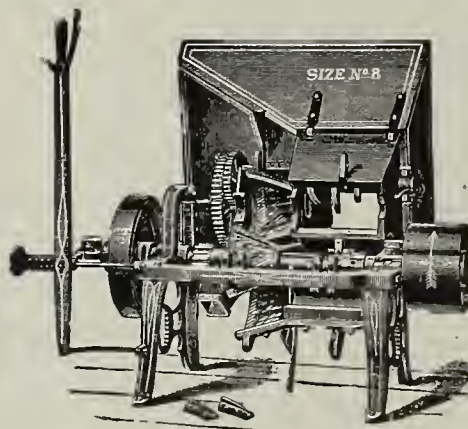
It saves time and money when installed or repaired.

Write us before buying.

**B. S. CONSTANT CO.,** BLOOMINGTON, ILLINOIS

## Bowsher's All-Around Feed Mill

(Sold with or without sacking elevator)



It CRUSHES ear corn (with or without shucks) and GRINDS all kinds small grain and KAFFIR IN THE HEAD. Has CONICAL shaped GRINDERS, DIFFERENT FROM ALL OTHERS. RUNS LIGHT. Can run EMPTY WITHOUT INJURY. Ahead of rolls or stores in speed and quality of work.

YOU NEED a mill now. Quit THINKING about it. COMMENCE to investigate. Give US a chance and we'll tell you WHY we think ours is the best.

SEVEN SIZES: 2 to 25 H. P.

Circular sent for the asking.

Drive pulley overhung. Belt to it from any direction. Makes complete independent outfit.

**THE N. P. BOWSHER CO.,** South Bend., Ind.

## The King Buckhorn Machine

is the best on earth

Ask us about it

Manufactured by

**J. M. King & Son**

**North Vernon, Indiana**

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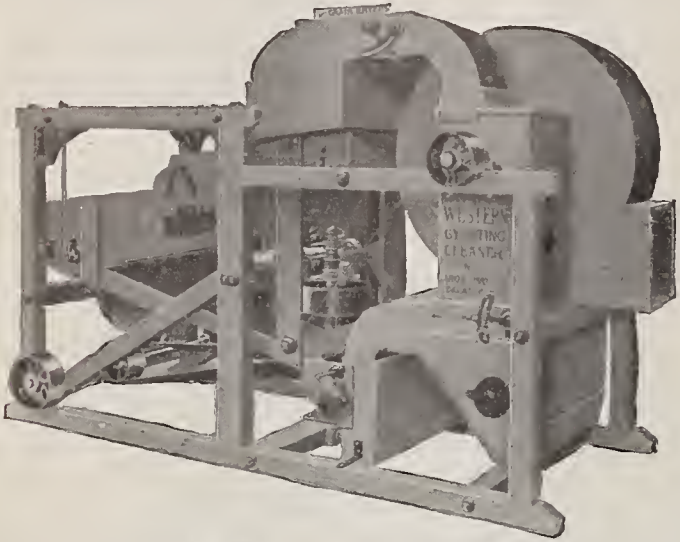
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Cloth Binding - - - \$1.50  
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**Mitchell Brothers Publishing Co.** 431 S. Dearborn St., Chicago.



# The Time Is Now at Hand



The Western Gyrating Cleaner

when another Corn Crop must be taken care of, and reports from most sections indicate a good yield.

Are you prepared to handle your share of it?

Is your equipment in first-class condition?

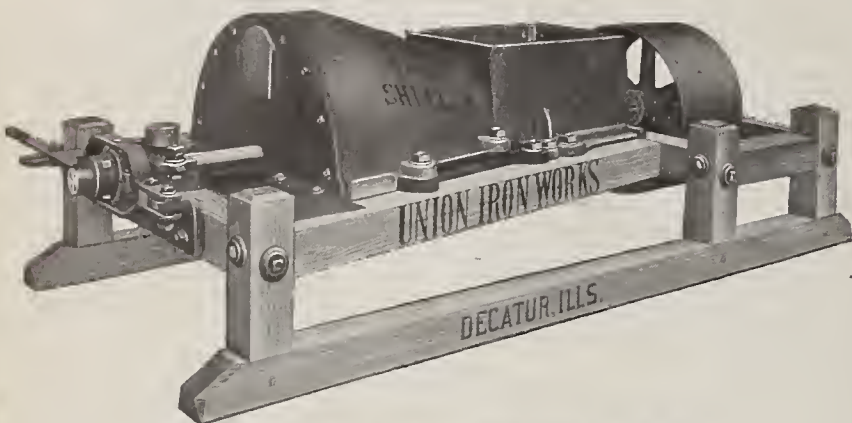
**NOW IS THE TIME TO INVESTIGATE.**

You never lost any money investigating.

## A WESTERN Sheller or Cleaner

often pays for itself the first year in increased profits. How about your buckets, belting, loading spouts, etc. Remember, we are prepared to furnish anything needed from pit to cupola.

*Write for Catalog today. It's FREE.*



The Western Regular Warehouse Sheller

**UNION IRON WORKS**  
**DECATUR, ILL.**

1221-1223 Union Avenue, Kansas City, Mo.

## It Is Important To Decide Right

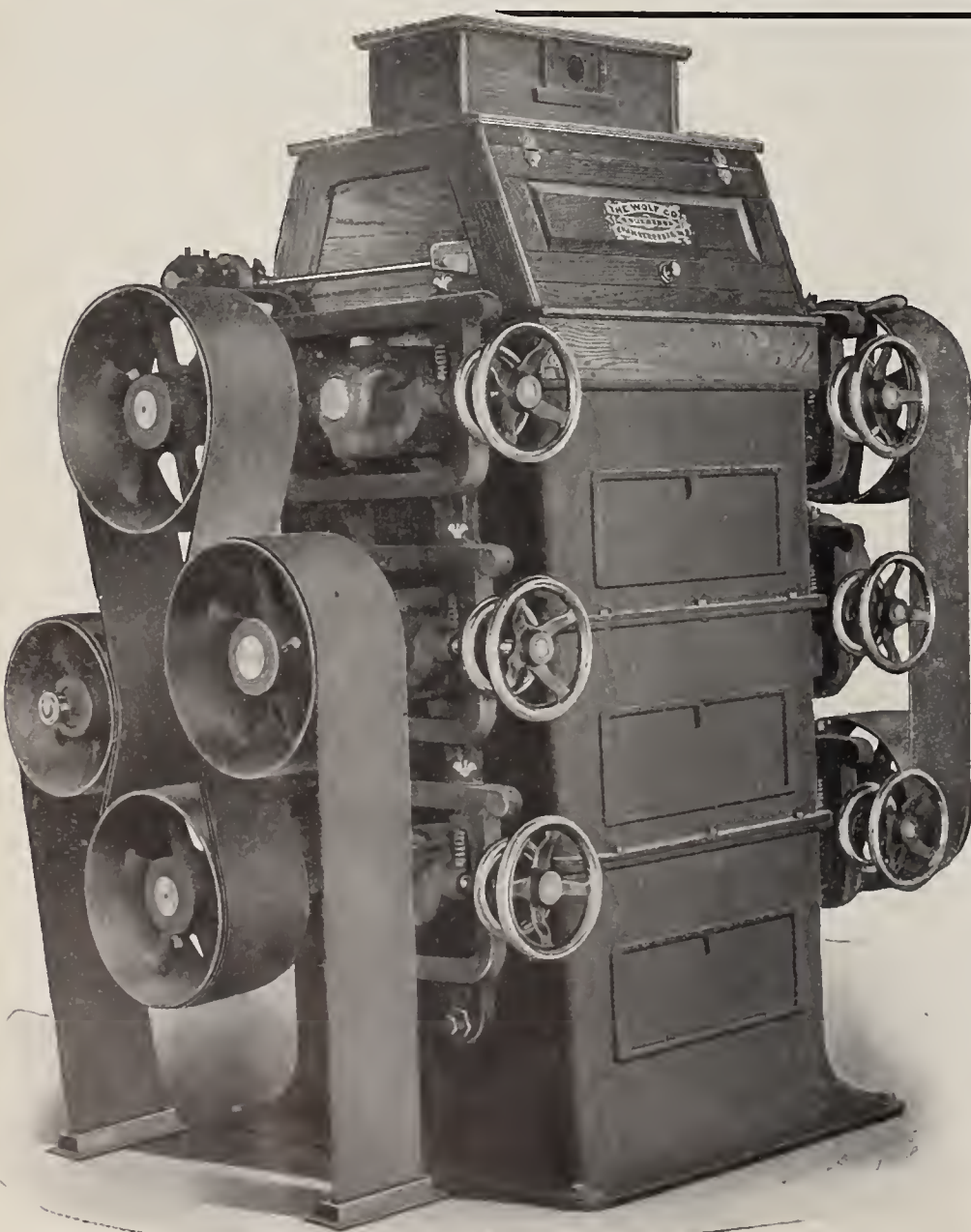
If you are about to purchase a feed mill we can demonstrate to you that the only wise decision to make is to purchase our

### Wolf Three Pair High Roller Mill

The accompanying picture speaks for itself. The mill is strongly built, light running with large capacity and is unequalled for feed and chop grinding.

*Send for descriptive circular*

**THE WOLF CO.**  
**Chambersburg, Pa.**





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The oldest and best known Sheller in use. For strength, durability and efficiency it has no equal. It is adjustable while running and has conveyor feed. Its other valuable features given in our latest catalogue.



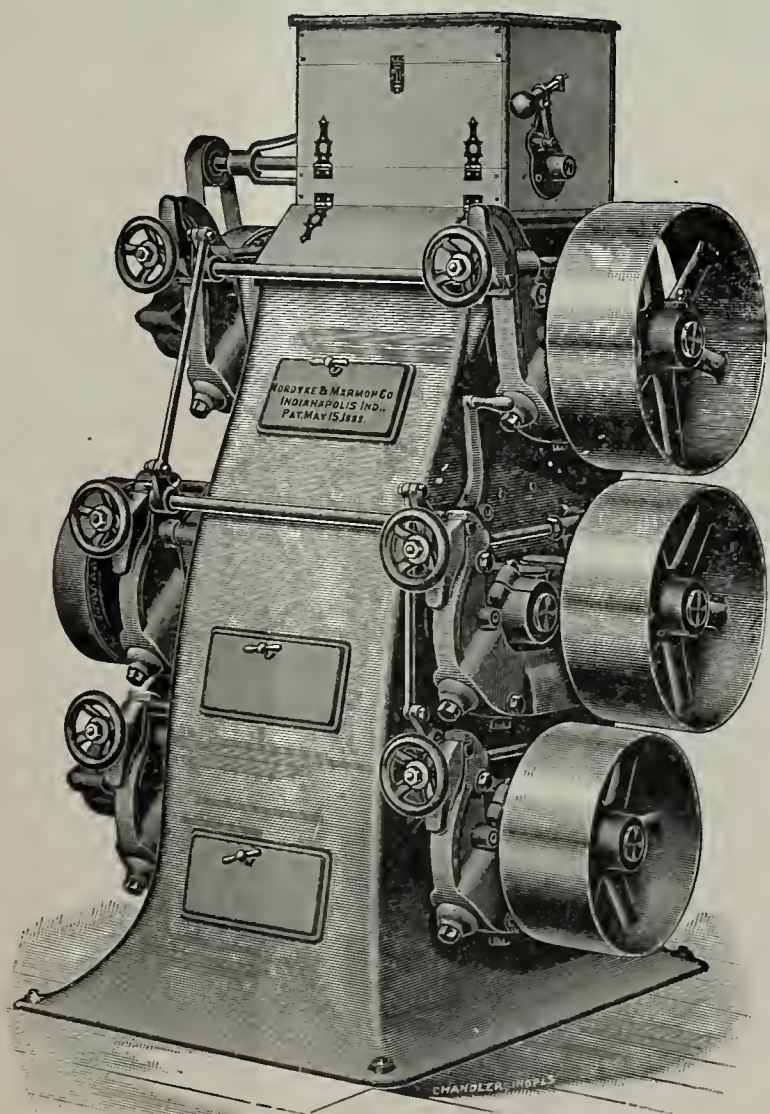
## The Cornwall Corn Cleaner

Has patented features which make it the leader of its class. Chief of these is the patent finger sieve which cannot clog and whose capacity and efficiency is unequalled. We also make a complete line of Feed Mills, Separators, Cereal, Malt and Cement Mill Machinery and Supplies.

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Established 1860

Mill Builders and Mill Furnishers



## THE BEST IS

none too good for the progressive owner of a mill or grain elevator. That is why

## "N. & M. Co." Machinery

finds strongest support from these same owners. Durability, reliability and economy of operation are the rule when "N. & M. Co." does the work.

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America's Leading Flour Mill Builders

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Small  
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Most  
Economical  
to  
Install



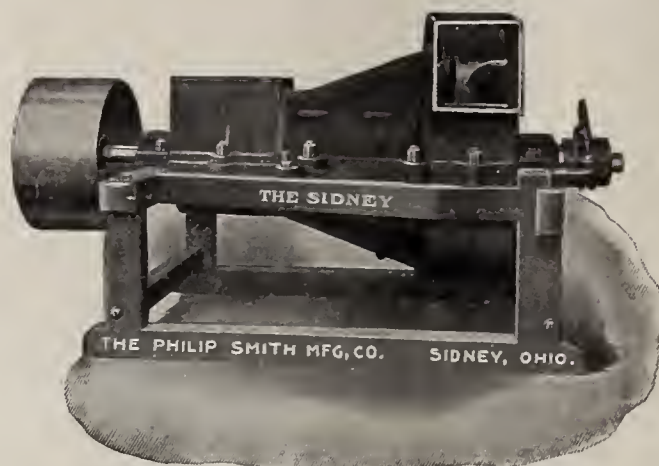
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Will Not  
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## THE SIDNEY FAN DISCHARGE CORN SHELLER



Patented December 1, 1908.

**W**E have many points of advantage over other shellers discharging in same manner. In case of breakage each casting is separate and less expensive to repair. All parts are made heavy, making it more durable. Compare our weights with other shellers. Using the very best iron, shelling surface chilled, insuring durability. Fan discharge separate from cylinder on shaft. Either style knockers, right or left hand, discharging over or underneath, to suit location; no expensive hoppering; can be set on a level with boot, avoiding a pit or tank. Drive pulley on either end; unless otherwise specified we place same on hopper end. Guaranteed to give satisfaction and do the work required. Will not crack the grain. Provided with adjustable attachment, so that the cylinder can be adjusted to the condition of the corn while the sheller is in motion.

*Furnished with either screw feed knockers or conveyor feed, side feed hopper, right or left. Unless otherwise ordered we ship knocker feed with straight hopper.*

We manufacture Shellers, Cleaners, Drags, Dumps, Manlifts, Etc. You will find some of our machines in your vicinity, no matter where you are. Write us for complete catalog and prices.

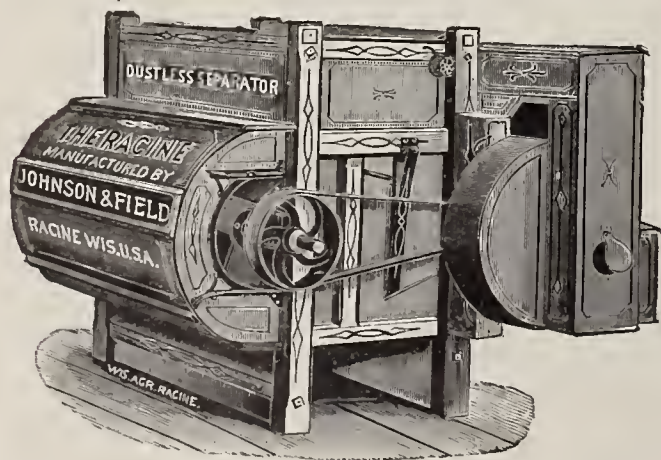
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SIDNEY, OHIO

A COMPLETE STOCK CARRIED AT ENTERPRISE, KAN.

## YOUR GRAIN

Will Always Grade if Cleaned With a  
**Racine Dustless Separator**

because it has both a blast and a suction which working together, produce results that would be impossible with a machine having only blast or only suction.



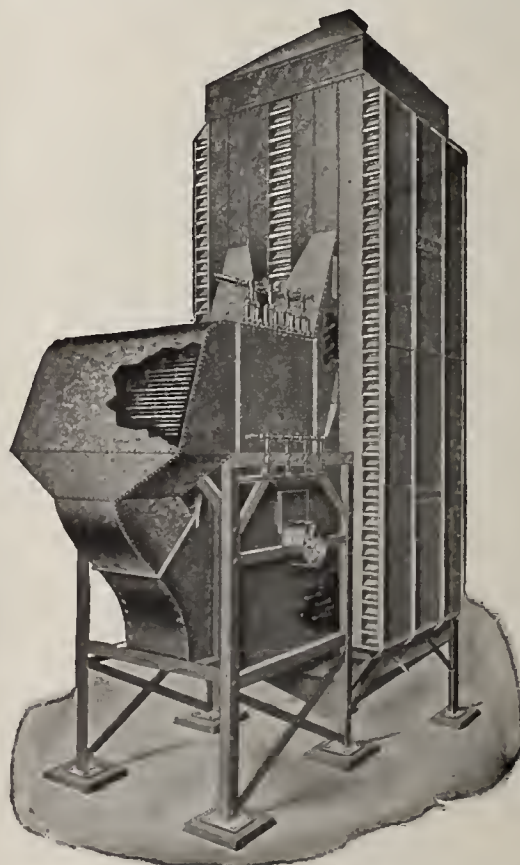
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Manufacturers of Farm and Warehouse Mills

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# Best Dried



HESS GRAIN DRIERS are used everywhere, by Grain Handlers, large and small.

We make small sizes for country elevators and large ones for terminal elevators; eight regular sizes in all.

No. 3 Ideal HESS Drier and Cooler.

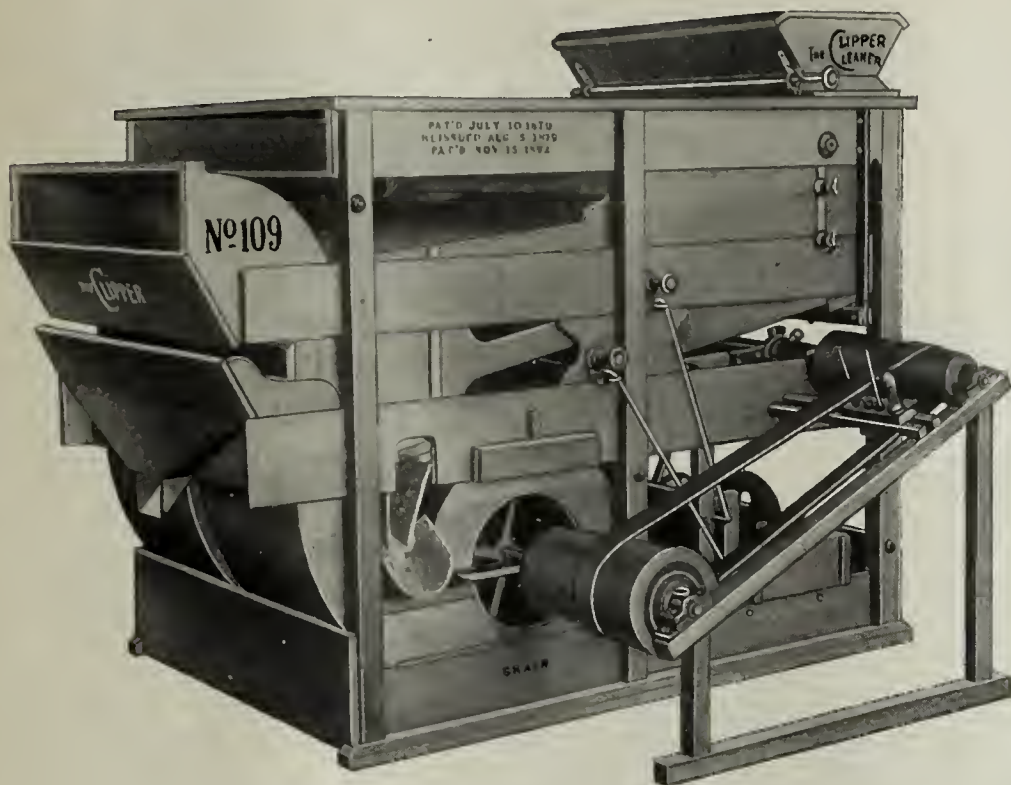
The Car-load a Day size.

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Our line of Clipper Seed and Grain Cleaners will give equally good satisfaction in cleaning clover, timothy, alsike, alfalfa, flax, millet, cane, kaffir corn, wheat, oats or any other kind of seed or grain.

The Clipper has two strong combination features: Traveling Brushes on the screens and Special Air Controller. The first keeps the screen perforations and meshes clear all the time and the second regulates the Vertical Blast to exactly meet the requirements of the stock you are cleaning.

We have an endless variety of perforated zinc screens, also of the best grade of woven wire screens in square and oblong meshes.

All of our machines are well made with close fitting joints. They can be changed from grain to seed by simply changing the screens and regulating the vertical blast.

Easily installed and simple to operate, they always give satisfaction.

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### "Eureka" Dryers



are the most economical, efficient and satisfactory. Absolutely perfect results guaranteed. Investigate our references Catalogue and prices on request.

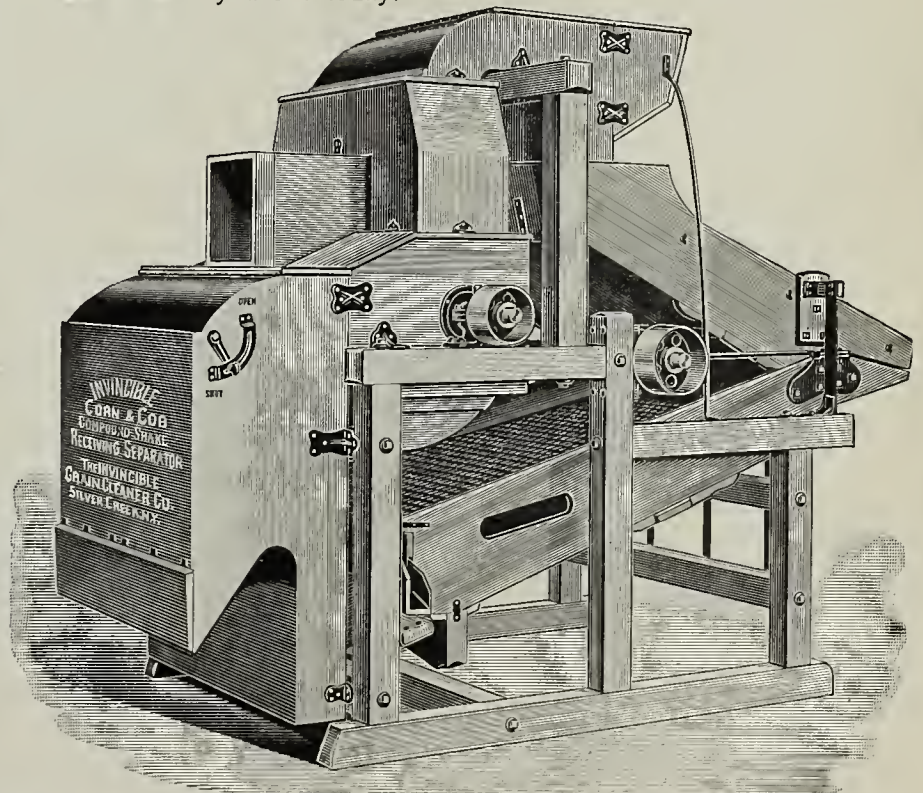
**The S. Howes Co.**  
"Eureka Works"  
SILVER CREEK, N. Y.

Our expert representative will gladly call and explain merits of the "Eureka."



### More of the INVINCIBLE Corn and Cob Separators

are being sold and used today than all others combined—  
There is but one reason for it—they do the work better than others.  
Let us send you one today.



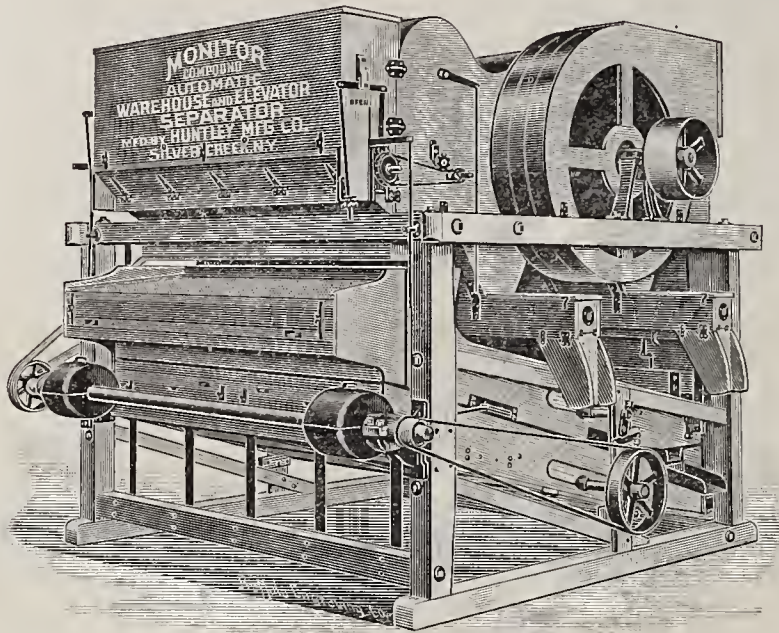
**INVINCIBLE GRAIN CLEANER COMPANY**  
SILVER CREEK, N. Y., U. S. A.

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C. L. Hogle, 526 Board of Trade, Indianapolis, Ind.  
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# "MONITOR" AUTOMATIC GRAIN CLEANER



## YOU DON'T HAVE TO WATCH THIS MACHINE

As soon as your back is turned there is no telling what may happen to your present cleaner—trouble comes just at the moment when you are doing something else. You have "choke-ups" or "floods," and your grades suffer as a result of these things. Well, you can avoid all of these unsatisfactory things—a machine that will stand up and deliver absolutely uniform work day in and day out is what we have to offer—something different and better than you have ever seen.

### Unlike all Other Cleaners

Nowhere is there a receiving grain cleaner built like this machine—nor anything that will approach its perfect work. The two air separations are capable of phenomenal work—will make perfect separations of seeds weighing as light as thirty pounds to the bushel. The three screen separations are arranged for close, uniform work—the two main cleaning screens having automatic sieve cleaners. It has reciprocating shakers operated by automatically oiled eccentrics, self oiling bearings, perfected force feeder and many other improved features.

### It's Built for Close Work

We designed this machine for those who wish to clean grain scientifically. It's arranged for the closest kind of work and can also be adjusted for medium or coarse cleaning operations if desired. For receiving cleaning on wheat, barley, oats, corn, rye, etc., it will operate with perfect ease of regulation and deliver closely calculated results with a material saving in shrinkage loss—and power.

### Nothing Else as Good

No other cleaner has so many desirable features. Its construction is simplified to insure lessened care and attention. Will clean closer and still show less shrinkage loss. Requires little power. Small cost for yearly maintenance. Will handle cleaning problems that you can't master with other separators.

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St. Louis, Mo.: S. J. McTiernan, 25 Merchants Exchange.  
Jackson, Mich.: A. H. Smith, 206 Lansing Ave.  
Akron, Ohio: A. S. Garman.  
Owego, N. Y.: J. H. Foote.



# The American Elevator and Grain Trade

A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

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No. 5.

## A CONCRETE MILL ELEVATOR.

The elevator shown in our illustration has just been completed for Messrs. Valier & Spies Milling Company, St. Louis, at one of their milling plants in St. Jacob, Illinois, by the Macdonald Engineering Company, of Chicago. The building has a capacity of 100,000 bushels, divided into nine separate rectangular bins. The house is fifty-six feet square on the base, and one hundred feet high. A working space for the machinery is reserved under the three central bins, in which is installed the receiving elevator leg for 4,000 bushels' capacity, one automatic scale and one distributing or lifter leg, by which all grain is lifted from boot pit into the storage bins. The car shovel for loading cars is also located in this space. The elevating and conveying machinery was furnished by the Skillin & Richards Manufacturing Company.

The building occupies a site in the middle of the plant, between the mill building and an old wooden elevator, and is connected with both buildings by means of spouting, so that all grain received in the concrete building is either spouted to the mill or delivered to the adjacent wooden storage. The house is very convenient in arrangement and simple in operation, the power being an electric motor. All grain is received from cars into the unloading pit on the track side of the building and is weighed through the automatic scale before going into the storage. All grain from storage bins for transfer from the mill can also be handled through the automatic scale.

This type of building is now being very generally adopted by millers on account of its convenient arrangement, the economy of operation and low cost in construction, coupled with the fact that it can be built in a very short time and when erected affords a permanent fire-proof and durable structure.

The Kansas State Grain Inspection Department, in Kansas City, Kan., is weighing and inspecting 40 per cent less grain this fall than last, due to the fact, Chief Inspector Gordon says, that Kansas mills are taking the wheat.

Rumors of scale doctoring by certain elevator agents have been started in the Northwest. In a specific case referred to as taking place in Barnes County, N. D., the scale was fixed to take  $7\frac{1}{2}$  per cent.

The steamer Eugene Zimmerman loaded at the Armour A and B Elevators on October 20 one of the largest cargoes of corn that ever went through the Chicago River. The Zimmerman is the largest boat ever handled in the river and had just two inches

of leeway on either side to get through the narrow draws. The boat is 510 feet over all.

## UNFORTUNATE FIRE IN PITTSBURGH.

The elevator of the Iron City Grain Company, West Carson Street, Pittsburgh, Pa., owned by D. G. Stewart & Geidel, was completely destroyed by fire November 8. The loss, estimated at \$125,000, is covered by insurance. The elevator, which had a capacity of 350,000 bushels, contained about

[For the American Elevator and Grain Trade.]

## ALFALFA SEED CROP OF THE MOUNTAIN STATES

BY C. A. MURTHWAITE.

There can be no doubt that the growing weather during the past season in Kansas, Colorado, Utah, Idaho and Montana has been very favorable for alfalfa seed production. Our advices indicate a much larger crop than for some years, although not yet nearly equal to the prodigious crops of the late 'nineties. In Utah, with which the writer is more especially familiar, our alfalfa seed crop will far exceed that of last year, but samples from all parts of the state convince him that the quality is not so good and that the ratio of really fancy qualities to the poorer grades is much smaller, although this is not yet generally known, for the reason that threshing is behind probably four weeks. This deterioration of qualities is the result of frosts which seem to have been quite general throughout the alfalfa seed growing area of the state at a time when the ripening process had not been completed. In other respects qualities are superior to other years, our samples showing far cleaner seed and freer from weeds, especially dodder and sweet clover, although we still have fields which need plowing up to rid them of these pests. But the agitation against these weeds has been going on now for fifteen years and is gradually having the desired effect. Prices paid to farmers for seed recleaned have been from 11c to 12c per pound as to quality. The farmers are dissatisfied with these prices and many are holding for something better.

As to "the status of the fight in Utah on the alfalfa pest," it is strange, is it not, that people away from the state know more about this matter of the alfalfa weevil, apparently, than we do who live here? It has not yet given any trouble to any of the dealers, so far as we are informed. It is restricted to a very small area east of Salt Lake City at the foot of the mountains. Its effect on the

commerce in alfalfa has been nil up to the present time. Alfalfa hay, for illustration, is selling right in Salt Lake City today for less money than for several years, owing to the abundant crop throughout the state. The wholesalers are buying baled alfalfa today laid down in Salt Lake City for \$9 per ton. This is the going market price for choice bright first crop hay. There is an abundant supply, immensely greater than the market can take care of.

This weevil is a European insect introduced into Utah by some means unknown, but supposed to have been brought by immigrants in their supplies,



REINFORCED CONCRETE ELEVATOR FOR THE VALIER & SPIES MILLING CO., ST. JACOB, ILL.

Designed and erected by the Macdonald Engineering Company, Engineers and Contractors, Chicago.

seventy-five thousand bushels of oats, corn and rye.

The fire, thought to have been started by sparks from a passing locomotive, was discovered by a train crew on the Pennsylvania road. Four alarms were sent in, but the firemen were unable to save the plant as they had to devote their time to preventing the spread of the fire. H. G. Morgan, of Pittsburgh, writes us that he never saw quite as complete a clean-up by fire or by another element or cause. "All there is left," he says, "is the proverbial hole in the ground, and as an insurance adjuster said, 'it might just as well have been blown away by dynamite,' so complete was the loss."



such as straw, hay or other material used in shipping household goods, crockery or nursery stock. It is said to occur throughout all the regions in which alfalfa is cultivated in the eastern hemisphere, but "rarely causing damage sufficient to be reported." It is probable that this species has been previously introduced into the states along the Atlantic Coast, but not finding the proper plant food did not obtain a foothold. It has probably been in this state for about ten years.

Much valuable data can be obtained by a perusal of Bulletin No. 110 issued by the Utah Agricultural College Experiment Station, Logan, Utah. Methods are being developed whereby this weevil can be controlled. Weevil can hardly be distributed in the alfalfa seed, even though it come from an infested region, provided it has been properly cleaned by screening. The method of distribution is chiefly by railroad cars, both freight and passenger. The weevils flying against the trains cling to them, and should they get inside the cars will of course be carried almost any distance. Twenty-seven were taken in a vestibule of a sleeping car, and when it is considered that sleeping cars traverse the entire continent, it is quite likely that the weevils may be gradually thus spread practically all over the country.

The writer has never seen a field infested with this weevil. His business necessitates his familiarity with the alfalfa situation throughout the state, and while he has read a great deal about it in the newspapers, he has never seen a field affected by it and personally knows nothing at all about it other than what he has read.

From this the reader can gather how slightly important a part it is playing in the industry in this state, notwithstanding the outcry about it. Nevertheless it is probably a splendid thing that the agitation should be raised as a means of calling attention to its possibilities for evil so that the remedies known to our scientists may be applied to its control and the damage minimized.

#### DEATH OF GEO. H. MORGAN.

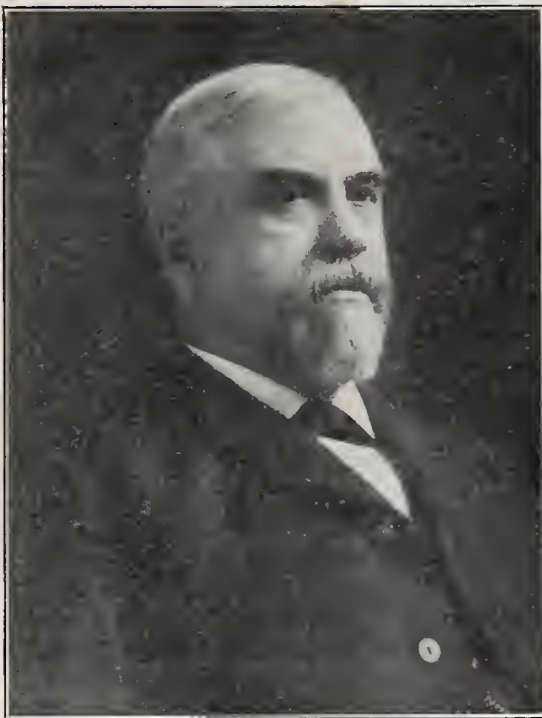
Geo. H. Morgan, who from 1865 until his death was secretary of the St. Louis Merchants' Exchange, died at his home at 7 a. m. on October 31 last, in his seventy-third year, of pneumonia, after an illness of less than a week. On the day of his death the Merchants' Exchange was closed at noon as it was on the day following and also on the day of his funeral, November 2, the latter function taking place from Pilgrim Congregational Church. He is survived by a widow, a son and a daughter, Herbert M. and Blanche Louis Morgan.

A meeting of the directors was held as soon as Mr. Morgan's death was announced and a public meeting of the Exchange called to be held before the trading hour, at which President Garneau made the announcement of the death and Rev. Chas. S. Mills delivered an eulogistic address. Alex. H. Smith, one of the members of the directory of 1865 who selected Mr. Morgan to be secretary, also spoke briefly on the deceased's services for the past forty-seven years. Subsequently a meeting of nineteen former presidents was held, at which the virtues of Mr. Morgan were feelingly dwelt upon. Even the janitors and menial employes of the Exchange met to express by resolution their feelings in the emergency. As Mr. Morgan was the Nestor of grain exchange officials in the United States, telegrams of condolence were sent to the Merchants' Exchange from every grain exchange in the country and from a large number of private firms and corporations.

George Hagar Morgan was born on December 16, 1838, in Plattsburg, Clinton County, New York, and was the son of William Henry and Mary (Hagar) Morgan. He was a lineal descendant of James Morgan who emigrated from Wales in 1636 and settled in Roxbury, Mass. His grandfather, James Morgan, lived in early life at Preston, Conn., and was appointed an ensign in the first company of Colonel Samuel McLellen's Regiment of Connecticut Volunteers in the Revolutionary War, his commission as ensign, signed by the Governor and

Council of Connecticut, bearing the date of September 25, 1777. He afterward removed to New York state and founded the branch of the family to which George H. Morgan belonged.

After receiving a good English education at Plattsburg Academy, Mr. Morgan became a part of the tidal wave of migration which moved west to Illinois, Wisconsin, Missouri and other states; and in 1857, at the age of 19 years, he found himself in Chicago. From that city he went to Milwaukee, where he sought employment which would give him a start on the road to fortune; but on account of the business depression prevailing at that time, little success attended his efforts in that direction. He was in sore straits to obtain a means of livelihood, but was courageous enough to look to the future and determined not to humiliate himself by returning to the East, as many of his young friends had done, acknowledging their inability to take care of themselves in the West. Leaving Milwaukee he started out into Wisconsin and obtained a position as country school teacher at Hebron. There he taught school for five months for a compensation of a dollar a day; and the following



THE LATE GEO. H. MORGAN.

spring he returned to Milwaukee with his financial condition very materially improved. He then became a clerk in a retail grocery store and later was bookkeeper and cashier of a wholesale dry goods house in Milwaukee. Promising prospects were blighted by the failure of this house in the fall of 1860, and Mr. Morgan then went to Memphis, Tenn., to which city some of his young friends and schoolmates had preceded him.

After spending two weeks in Memphis in unsuccessful efforts to obtain employment, he went to St. Louis, and after a time became bookkeeper and cashier of the commission house of J. G. Greer & Co. During the Civil War he was orderly-sergeant, then second lieutenant and later captain of the Halleck Guards, which became Company B of the Seventh Regiment of Missouri Militia of which George E. Leighton was colonel. He served in this company in the expedition sent up the Missouri River by General Halleck on the steamer "John Warner" to open up communications with river towns, and was in active service on other occasions during the war.

He continued in the employ of J. G. Greer & Co. until 1865, in which year he was elected secretary of the Union Merchants' Exchange, which later became and is now the Merchants' Exchange of St. Louis. He held this position until his death, and for the past forty-seven years has been recognized as the active executive officer of the leading commercial organization of St. Louis.

For several years he was secretary and treasurer of the Provident Association and of the building fund of Pilgrim Church. He was a member of Ransom Post, G. A. R., the Round Table Club, the Traffic Club and the Sons of the Revolution.

Although he passed half a century in the shadow of the grain pit, and was in close touch with all the ins and outs of option trading, Mr. Morgan is said by his friends never to have invested a dollar in speculation.

During his early days as secretary he was custodian without bond of hundreds of thousands of dollars in margins deposited with him by traders. As this money often lay idle in banks for weeks and months, it was the custom to allow the secretary the interest as his fee for handling the money, and it is said to have yielded Mr. Morgan as much as \$10,000 a year above his salary. Then the system was changed and Mr. Morgan was no longer a custodian of margins, but no member ever found fault with his accounting. When St. Louis raised \$350,000 for the sufferers in the Chicago fire, Mr. Morgan collected and disbursed that money.

"George H. Morgan," said the Globe-Democrat's editorial on his demise, "was one of the men whose work, during a long series of years, contributed to the growth and prosperity of the city. At the time of his death he had held the important and responsible position of secretary of the chief commercial body of a great city a score of years longer than such a post had been held by any other man in this country. And when the quality of his work is examined, this long, unbroken tenure can be understood. His annual reports of the movement of St. Louis commerce were broader and more inclusive than like documents issued in other cities. They showed a grasp of present and future possibilities, as well as an infinite industry and care in their preparation. It may be truly said of him that it will not be easy to find a successor who will as adequately fill the responsible place so long and so worthily held by him."

#### SAFEGUARDING BILLS OF LADING.

The forgeries attributed to Pembroke W. Pitt at Baltimore, and to Hindes and Marshall of the same city have made an acute situation in that market in regard to bills of lading for grain and the attitude of the banks toward that form of collateral; and as may have been expected the members of the grain trade have taken up the subject with the bankers with a view to preventing future trouble of the same sort.

The Pitt failure and indictment took place on Saturday, November 4; on Monday, November 6, a meeting of the Chamber of Commerce directory was held with the representatives of the local banks, and by agreement a joint committee was named representing the Clearing House and the Chamber of Commerce to take up the problem on their own account and with the railways. The traffic committee of the Chamber of Commerce will represent that body. This consists of Messrs. Charles England, John M. Dennis and Walter Kirwan, with Traffic Manager Herbert Sheridan acting in an advisory capacity. President Crane, of the Clearing House, named Messrs. William Ingle of the Merchants' National, Henry B. Wilcox of the First National, and Eugene Levering of the Bank of Commerce to represent it. This joint committee met on November 7 and organized. The matter cannot be settled offhand, but will undoubtedly engage the attention of the committee for some time to come.

Montreal is complaining of slow fall business in grain and the cause is said to be low water in the St. Lawrence River.

Pop corn men of the cities say the crop this year is only about 50 per cent that of 1910, and will consequently be high. Kansas growers planted considerable more pop corn this year than ever before, having just awakened to the fact that it is a profitable article, and but for this fact the year's yield would have been less than one-third of last year's. The crop is largely an Iowa product but soil in Kansas apparently is well adapted for the crop. The grain that is harvested in the fall can not be used for some months as it has to be either "weather" or "dry kiln" cured. While the latter method is quicker, the former, and antiquated, method is said to produce the better corn.



## WHAT TO DO WITH NEW CORN

On October 25 there was held at Chicago a conference by the Grain Committee of the Chicago Board of Trade and the officers of the western grain trade associations whose members are shippers of corn in quantity to Chicago. To this conference the grain trade press of Chicago was not invited; but subsequently to the conference the following authoritative statements of its purposes and conclusions were given out to the market reporter of the Chicago Record-Herald and the trade press:

Corn dealers are seeking to put in general operation a plan which will make practical the selling of corn on its actual merits all the way from the farm to the consumer. On account of the sappy condition of first marketings of new corn, and local conditions that nearly always develop in the various markets, this has not always been possible in the past.

An unusual pressure of low grade corn—which requires handling to keep it in a merchantable condition—has frequently forced such corn to an unreasonable discount under prices current for corn that could be stored indefinitely. An informal conference of the presidents and secretaries of the various state grain associations, at which also President Wayne of the Grain Dealers' National Association was present, was held at Omaha during the recent convention.

A plan was evolved there which the most practical men in the trade believe will go far toward remedying the recurring difficulties each season in the handling of new corn. The basis for this is the recent, very thorough, government investigation into the cost of treating damp corn. The grain men believe that a schedule can be adopted based on the actual merits of the corn itself, which, if generally in vogue in the various markets, will do away with the ruinous discounts that frequently prevail for corn that carries moisture slightly above the contract specification.

In another place the same paper said:

Grain men representing several Western states held an informal conference with the grain committee and President Merrill of the Chicago Board of Trade on October 25 concerning the handling of the new corn. The crop has already begun to move in limited quantities, and a heavy run is expected in the near future. Although the crop ripened early, fully and naturally, there has been much wet weather since, and it contains much moisture. As elevator room is scarce generally, it is expected that the facilities for handling damp corn will be limited and comparatively expensive. Illinois dealers had an expensive experience last year in paying too high prices relatively for off grade corn, and were forced to submit to expensive discounts in getting the grain to the consumer or intermediate handler.

The schedule of discounts and premiums proposed was as follows:

### DISCOUNTS.

Where the moisture content is over 19½, but not over 20%, the discount shall vary in proportion to the contract price as follows:

35 to 45 cts. per bus.,	discount 1 ct.
45 to 55 cts. per bus.,	discount 1¼ cts.
55 to 70 cts. per bus.,	discount 1½ cts.
70 to 85 cts. per bus.,	discount 1¾ cts.
85 to 100 cts. per bus.,	discount 2 cts.

Where the moisture content is over 20, but not over 21%, the discount shall vary in proportion to the contract price as follows:

Contract price 35 to 45 cts.,	discount 1¾ cts.
Contract price 45 to 55 cts.,	discount 2 cts.
Contract price 55 to 70 cts.,	discount 2¼ cts.
Contract price 70 to 85 cts.,	discount 3¼ cts.
Contract price 85 to 100 cts.,	discount 3¾ cts.

Where the moisture content is over 21, but not over 22½%, the discount shall vary in proportion to the contract price as follows:

Contract price 35 to 45 cts.,	discount 2½ cts.
Contract price 45 to 55 cts.,	discount 3 cts.
Contract price 55 to 70 cts.,	discount 3½ cts.
Contract price 70 to 85 cts.,	discount 3¾ cts.
Contract price 85 to 100 cts.,	discount 4 cts.

### PREMIUM

Premiums to be allowed on grain testing under 19½ but not less than 18% moisture follow:

35 to 45 cts. per bus.,	premium ½ ct.
45 to 55 cts. per bus.,	premium ¾ ct.
55 to 70 cts. per bus.,	premium ¾ ct.
70 to 85 cts. per bus.,	premium 1 ct.
85 to 100 cts. per bus.,	premium 1 ct.

Premiums for corn containing under 18% but not less than 17% moisture at the contract prices stipulated follow:

Contract price 35 to 45 cts.,	premium ½ ct.
Contract price 45 to 55 cts.,	premium ¾ ct.

Contract price 55 to 70 cts., premium 1 ct.  
Contract price 70 to 85 cts., premium 1¼ cts.  
Contract price 85 to 100 cts., premium 1½ cts.  
Premiums for corn containing under 17% but not less than 16% moisture at the contract prices stipulated follow:

Contract price 35 to 45 cts.,	premium 1½ cts.
Contract price 45 to 55 cts.,	premium 1¾ cts.
Contract price 55 to 70 cts.,	premium 2¼ cts.
Contract price 70 to 85 cts.,	premium 2¾ cts.
Contract price 85 to 100 cts.,	premium 3½ cts.
Premiums for corn containing under 16% but not less than 15% moisture at the contract prices stipulated follow:	
Contract price 35 to 45 cts.,	premium 2 cts.
Contract price 45 to 55 cts.,	premium 2½ cts.
Contract price 55 to 70 cts.,	premium 3 cts.
Contract price 70 to 85 cts.,	premium 1½ cts.
Contract price 85 to 100 cts.,	premium 4 cts.

The above schedule to be enforceable only when made a part of the contract of purchase or sale of corn.

The general proposition, therefore, is, Can a schedule of fixed discounts be adopted based on the "actual merits" of the corn itself? as proposed by the shippers' representatives. That question the editor hereof submitted to a number of handlers of the "actual grain"; and he believes their interest in the well-being and success of the corn shippers to the Chicago market has been uppermost in the minds of the gentlemen who have favored the editor hereof with replies to his question, which are as follows:

### DISCOUNTS ON NEW CORN MISSING GRADE.

BY J. C. F. MERRILL,

President of the Chicago Board of Trade.

During the past two years more particularly than before, at times the difference in price between new No. 4 and No. 3 corn has been excessive. Especially has this been true when maturing contracts of No. 3 have been the cause of heavy shipments to this market, a major portion of which have graded No. 4. This has, at such times, set up the market condition of a scarcity of the grade sold and an overabundance, or glut, of the lower grade. This grade, owing to its excessive moisture content, being unsafe to store or to ship to the East, when offered in quantities in excess of local demands, including that of the driers, has many times gone onto the bargain counter, with the unfortunate result of heavy losses to the country dealer. These experiences have left so bitter a taste behind that they have not by any means been forgotten. So it very naturally follows that some means of preventing a repetition of these disagreeable results is being discussed.

It has been suggested that a fixed discount based on greater moisture content in the grain shipped than is allowed in the grade sold be agreed to at the time of making the contract. This would appear to be fair; but on close examination it will be seen that it savors somewhat of arbitrarily fixing values. As may easily be ascertained, this difference in price fluctuates in obedience to the law of supply and demand, fully as much as does the price of the commodity itself. So that it is evident that a fluctuation caused by the supply out-running the demand, or conversely, as the case may be, can not well be held at an arbitrary difference; and much trouble would be found in making such contracts, in the first place, and undoubtedly some friction would exist in enforcing them. At different seasons of the year the trade will handle corn with a considerably higher moisture content than it will at others. This is true especially in the dead of winter, when freezing temperatures may with reason be expected, if not relied on. This indicates that other and more easily applied methods must be adopted in the buying and the selling, or consigning for sale, of this commodity which has proven itself to be dangerous to handle.

Those who have bought a given grade, say No. 3 corn, will not in every instance, perhaps not in a majority of instances, consent to take a lower grade at a discount, even though such discount may fully represent the loss due to a greater moisture

content. In other words, if a buyer wants No. 3 and has no place for No. 4, he will want a contract which will secure to him what he buys. It must be clear that it will be repugnant to many buyers to accept, even at a moisture-content-value discount, wet, unsafe corn for which they have no use; and the normal result would obtain, many specific contracts to the contrary.

Inasmuch as the time is close at hand, if not already here, when wet corn will be sold on the basis of its value as dry corn, the most ordinary intelligence will dictate a recession from the practice of paying the price of corn for water. The logical result then will be that the country grain dealers must buy on the basis on which they must sell. To do this they must use the same means of ascertaining the moisture in the corn that is used in the market places. The process is simple; the cost is nominal. The loss on one car bought on a bad guess by the country dealer as to moisture content, and sold on basis of its exact determination, will pay for such appliance. To those who doubt this, reference can be made to those who practiced it last winter with satisfactory results. One such dealer lost grade on but one car during the entire season. Those who install a moisture tester should remember that great care should be used in testing corn which is an exact average of the crib. Anyone can sort a bushel of inferior corn, and at same time sort out from the same crib a bushel of good corn, perhaps good enough for seed. It will be easy to understand, then, in taking the small quantity used in making a test that equal proportions of all of the varying shades of quality must be fairly represented. Even when this sample is taken from the bulk of the corn as it is offered in market, it happens that some test lots will have a few kernels more of corn from inferior ears than another sample taken from the same lot. This has been proven clearly. At the Chicago Board of Trade department, where thousands of cars are tested each month during the winter, an instantaneous tester was in use for a time. Its drawback was that it could be applied to but a single kernel at a time. This developed the fact that scarcely any two kernels had the same percentage of moisture, and that out of a small handful of grain variations of as much as 2 per cent and even more could be found. This variation has given rise to the thought that moisture testers are not reliable; that they vary 1 and 2 per cent or more, even when the 100 grammes used are taken from the same small sample, and quite frequently when different samples from same car are used. The trouble is not with the testers, when carefully and correctly handled; rather it is for the reasons given.

So, if the country dealer will properly equip himself for buying the corn understandingly he will have small reason for complaint. The risk incidental to guessing at the moisture content of the corn will be eliminated. As already stated, in effect, it is but the part of common intelligence to do this. No one who pursues the same methods of handling wet or damp corn that he uses in handling old corn has anyone but himself to blame. New conditions demand methods adapted to the change. This is as true in the grain business as it is in any field of human activity.

### DISCOUNTS FIXED BY SUPPLY AND DEMAND

BY G. E. MARCY,

President Armour Grain Company.

The matter of discounts on offgrade corn is necessarily governed by supply and demand.

At the time of year when offgrade corn is in such a condition that it cannot be held any length of time on account of the moisture it contains, or during the germinating season, it stands to reason that a stipulated discount cannot be used, as the discount must depend entirely on the supply and demand. Large receipts and accumulations of low grade corn must force it to wider discounts so as to create a demand from unusual channels for the low grade. At times when receipts of low grade corn are light the discounts naturally become very small; and at times when the drying facilities are taxed in such a way that they cannot handle the



full offerings, then it is very natural for the low grade to go to larger discounts.

#### HOW THE DISCOUNTS ARE ARRIVED AT.

BY W. E. HUDSON,  
With Bartlett Frazier Company.

I note with interest what you say regarding a schedule of discounts and intrinsic values on low grade corn, or corn which contains an excessive amount of moisture. As far as I can see, the intrinsic value of any commodity, whether it be boots or shoes, dry goods, groceries or any other article of merchandise, is arrived at on the basis of whatever it can be sold at,—in other words, whatever a buyer is willing to pay for it; and this value is based absolutely upon supply and demand. If there is an excessive quantity of any article and it is forced upon the market for sale in quantities larger than the buyers can take care of at a reasonable price, they certainly will not buy it unless they can get it at a bargain value.

The only way corn with an excess amount of moisture can be handled at a reasonable discount is not to send too much of it forward to terminal markets at one time; and this part of the deal will have to be handled by the farmers and the country dealers.

Corn with an excessive amount of moisture is certainly a hazardous risk for the man who buys it. As soon as it has been sold by the farmers or the country dealers their trouble ceases; but the man who buys it, if he becomes overstocked, then just begins to get into trouble. Realizing this fact, he will not buy in large quantities unless he can buy it at a price which justifies him in taking a certain risk.

#### FIXED DISCOUNTS IMPRACTICABLE.

BY J. C. SHAFFER & COMPANY.

It is our humble opinion that the values of off-grade corn cannot be made or regulated by any arbitrary schedules of discounts, or premiums, based on values of corn of standard grade. Values cannot be legislated or fixed by rules. While moisture content is one of the essentials, the law of supply and demand is the principal factor in determining the values of off-grade corn. We understand the schedule submitted is based on intrinsic values, according to moisture content. The cost of drying and handling and the risks of deterioration are entirely omitted, and ignore altogether the law of supply and demand. For these reasons, we do not believe the schedule is feasible and we feel satisfied will never be adopted by the trade.

#### CARE FOR PHYSICAL CONDITION OF CORN.

A contributor to this discussion, from an outside market, who prefers to remain nameless, offers these practical suggestions:

"If shippers of new corn would clean out the fine dust which accumulates from shelling, they would have very little risk of hot or heating corn within a week or ten days from point of shipment to destination.

"Local shippers rely too often on the cleaner attached to the sheller, or screen, to take out the fine stuff, when, as a matter of fact, corn should be cleaned on a grain separator, the same as if cleaning wheat.

"Shippers should avoid circuitous routes with diverting points between point of shipment and destination.

"If country dealers desire to hold grain in store for a later delivery, it is all the more important that such corn should be thoroughly cleaned before storing."

#### EXPEDIENTS BY WHICH COUNTRY DEALERS MAY AVOID THE DISCOUNTS.

BY W. N. ECKHARDT,  
President of Pope & Eckhardt Company.

Replying to your inquiry, we realize that the subject matter of this communication is one of the very acute questions which confront the country trade every year, and more emphatically in recent years, in the handling of the new crop of corn during the early winter months. From a close study of the problem, we conclude that the troubles are

primarily the creation of the farmers and the dealers themselves, and are not due to any unusual action by or unfair attitude in the principal markets.

Our idea for the prevention of the repetition of such serious troubles, and possibly of big losses to the whole trade, dealers and handlers in the city and country alike, is, that if farmers and dealers feel that they must contract corn in the early fall months, or in the summer, for delivery during the winter, such contracts should be made with the farmer in a manner that will allow the handling of corn, AS CORN, without specific guarantees as to grade, at a price that will be quite safe to the dealer. On the other hand, if the farmer insists that a different basis be established, then his guarantee must be made specific and the discount involved by such guarantee be charged up to him regardless of other conditions, chiefly the one question of competition at country stations. Discounts, or relative differences of value of various qualities of grain, distinguished in larger markets by specific grades, are established by supply and demand; or, in other words, the force and weight of the grain marketed, on the one hand, and, on the other side, the requirements of legitimate channels for consumption and shipment, or the disposition of regularly established agencies and facilities to absorb the product until actual necessities shall again be in evidence.

We have always contended that such contracts with farmers can, most of them, be best protected by the dealer in the sale of regular futures in the principal markets, such as Chicago; and it is up to the dealer to elect, or to decide, whether the hedges shall be placed in the nearby or in the more deferred new crop months. The deferred month for corn (May) oftentimes presents the more safe hedge, because then the question of unusual weather, transportation or other conditions will give him opportunities to close his hedges and not work out a disadvantage by reason of possible congestion in the nearby month, i. e., December. There are years when December, or the nearby month, may command a very considerable premium over May, and in such instances it is necessary that the dealer exercise his good judgment, considering all the conditions which tend to create such premiums, and then elect what may be best to do. In many cases it will probably pay him to put his hedges in such nearby month at the premium, even though the conditions early in the season may appear to present a disadvantage, except in the price. It is clearly established that by selling unlimited quantities of any kind or grade of grain for specific shipment in a given market, when such contracts cannot be filled except by the application of lower grades, the discounts for the lower grades, or, if you please, the premium for the grade contracted,

will constantly widen until the contracts are practically filled. The specific and definite way to avoid unusual discounts is to sell what can be delivered; in other words, if No. 3 corn is sold, then deliver and ship No. 3 corn; and if conditions present themselves to indicate to the country dealer that he cannot deliver No. 3 corn, then he should not, by any stretch of circumstances, sell No. 3 corn.

The efforts of the trade in the large markets to meet the contingencies arising from the early marketing of immature corn is clearly evidenced in the very large increase in the facilities for drying artificially and in the efforts which are being made also by machinery experts to create something that would meet the requirements and take care of smaller volumes at country stations. We understand that some such small machine is on the market, which uses the exhaust from gasoline engines for the generation of heat for artificial drying.

Still another way to prevent this unsatisfactory condition is one which seems altogether the most feasible. It is one that is up to the farmer, i. e., instead of pressing the new and immature corn to market in such volume as to tax the capacity of the markets to handle it and forcing extreme low levels for ill-conditioned, wet and immature corn, he should return to the practice of years ago, when the crop of corn was picked later in the year than it is now and put into cribs and there allowed to season and dry out in the natural way. In these earlier days, it was very unusual to handle new corn in such volume during the winter, and the bulk of the surplus from the farms, over and above that required for feed to animals, was handled largely in the distributing markets during the spring and summer months, leaving always a fair proportion of the old crop to be handled during the earlier winter months to meet market requirements. We seriously believe such is a sensible way of marketing the new crop—i. e., selling in a small and restricted volume during late fall and in the early winter months and then selling the bulk of the surplus during the spring and summer months—would in the end result in more money to the farmer, leave him good profits over and above the loss by shrinkage in the cribs; and it would insure without a doubt, a very much better quality of corn to the industries and for general consumption through the distributing markets.

Cash sales cannot be readily closed or covered except by actual shipments, and, therefore, we candidly believe the sale of regular futures will in most cases be preferable and in nearly all cases prove the best protection, where protection against contracts with farmers is desirable. There are seasons when prices are comparatively low and then such contracts need only good, sound business judgment to make good profits; and they need no further protection.

#### THE NEW CORN PROBLEM IN THE INTERIOR MARKETS.

The problems of getting into consumption speedily the new corn that is now coming on the market, is involved with the condition of storage elevators; and some enquiries by the editor have brought the following suggestions, which the reader should value, as no doubt he will, and make some practical use of in marketing new corn.

#### CONDITIONS AT PEORIA.

P. B. & C. C. Miles say: "The advance shipments of new corn to the Peoria market have given us the assurance that the quality and condition of the corn tributary to the Peoria market is generally good. Of the new corn received so far this season [to October 31] approximately 15% has graded new No. 3 with moisture test mostly under 19%; 65% has been No. 4, with moisture varying from 19½% to 22%, mostly around 20%; 20% has been new sample grade, with moisture running 22½% to 26%, mostly 23% to 24%, with nearly all of it sound enough to grade No. 3 or even No. 2 when dried. With favorable weather from now on for handling the crop, we do not see that the country shipper will experience any great difficulty. The market for new corn is, of course, still in an un-

settled state, and with good movement there will doubtless be some decline from present values.

Sections of the country located along the rivers that have overflowed the low lands have quite an acreage of submerged corn. The water has now receded, and it would seem to be best, in the interest of the farmer, to allow this corn to remain on the stalk until thoroughly dry and then it can be shelled, and it will be marketable at fair value for damaged corn. If an attempt is made to move this sort of corn to market now, while it is still soft and wet, it would undoubtedly arrive in deplorable condition and bring a very low price.

Our idea is that the central Illinois farmer has a good crop to handle in both quality and quantity.

Tyng, Hall & Co. say: The newspapers have been full, for the last month, of the damage to the present corn crop by water, claiming that a large portion of the corn is wet, and much of it rotten and mouldy. We have handled quite an amount of the new corn here, from this state and Iowa, and the statements of the newspapers are entirely at variance with the facts, as far as we are able to find out. It is true that a small portion of the



corn this year has been overflowed, but the percentage of corn of this kind is so small that it is hardly worth figuring. There is a certain limited amount of corn that has been on the ground, or ears which have been standing on the stalks, which have become damaged; but if care is taken in husking the corn to throw aside the corn that is damaged, we think the corn this year will be of better quality than we have had for several years. The corn we have received here thus far has been very sound, and of better quality than that of last year or the year before. Much of it would grade No. 2, if it were dry enough.

As far as the condition is concerned, we would say that the moisture of the new corn we have received this far amounts to less than we have had at this time during the past two years. We are receiving quite an amount of new corn testing 18% to 19% of moisture, and the new No. 4 corn tests from 19.5% to 21.5%. There is but little "sample" corn arriving here, amounting to under 10% of the receipts.

It looks to us as if with two weeks of good weather we will have less trouble with the quality and condition of the corn than we have had for years, and, as stated, if care is used in throwing aside the few damaged ears in husking, and also if a little care is used when the corn is shelled to have the occasional bad ears picked out that may have been omitted when the corn was husked, we think the corn will be of better quality than it has been for some time.

#### DETROIT NOT CONGESTED.

Dumont, Roberts & Co. say: We are pleased to report that there is absolutely no such congestion here as is commonly reported at other markets. The elevator and general facilities have been, through the past summer and promise to be during the coming winter, perfectly ample. This, notwithstanding the fact that the volume of grain traffic into and through this market is showing an almost constant increase.

While Detroit never has posed as an off-grade market, yet the very fact that facilities are ample and that the field of distribution lies northeastward through a cold country, naturally argues that there should be no difficulty in our handling even such a troublesome crop of corn as the present promises to be, in a manner most satisfactory to our shippers.

#### CORN ARRIVING HEATING AT BUFFALO.

The Burns Grain Company, by H. T. Burns, president, say: A very large proportion of the new corn that has so far arrived at Buffalo has been heating. There have been only a few cars grading cool and sweet yellow and No. 4. During the last forty-eight hours (ended Nov. 2) the receipts have been grading better. One car of corn originating in Indiana, on the Monon road, arrived today, the moisture test on which was 18.80. This car, we understand, was sold at 75c Buffalo. Cool and sweet yellow corn sold here today (Nov. 2) at 67½c. Buffalo.

It seems to be apparent that the new crop of corn contains considerably less moisture than last year's crop, but that its tendency to germinate and heat is considerably greater than last year's crop.

#### THE SITUATION AT DETROIT.

J. F. Zahm & Co. say: We believe that much of the corn crop in Ohio and Indiana will not be fit to handle with safety until the latter part of November. We mean by this that the shipper takes considerable risk in shipping shelled corn any distance before that time.

You ask us to give some advice to country shippers as to the best procedure to take with new corn. In our opinion, one of the most important things he can do is to pay a less price for corn mixed with rotten or unsound cobs than for good corn, thereby encouraging the farmer to take better care of his crop. There is no incentive for a farmer to raise good corn, or be careful in his gathering, if he gets the same price as the fellow who does not.

Toledo is a good corn market, and corn shipped here arrives quite promptly; so that shippers know what it is grading, selling for, etc. We have in Toledo three mills that consume from twenty to twenty-five cars of corn a day, but the larger part of this is white corn. The East Side Iron Elevator has an up-to-date drier and can handle and dry from twenty to twenty-five cars a day, but at the moment they can not give much storage room. Lake Shore Elevator "B" has room for corn; and while the parties operating it might not care to give storage room, it helps the general demand for corn here.

Considering the fact there is no big feeding demand in this near vicinity, Toledo, as a corn market, compares favorably with many others. Shippers must decide for themselves whether bids sent from here and the prices paid for consignments are as good as other markets; but they should also consider the short haul and the prompt returns.

Our advice would be to the Western shipper to install in his elevator the best modern cleaner he can find on the market. In a very short time this will prove to be one of the best investments in his elevator, as the danger of hot corn at destination is minimized when the corn is clean.

#### ADVICE TO CORN SHIPPERS FROM PITTSBURG.

D. G. Stewart and Geidel, by Mr. Geidel, say: We find from long experience that one of the main troubles arising in the handling of new corn can be best controlled and remedied right at the point of origin, shippers themselves being often to blame for damage and loss resulting therefrom by reason of carelessness. In so many of the cars which arrive here in bad condition, in fact, we might say, in most of them, the damage is due directly to dirty corn.

Would also offer the shippers the further advice, not to be over anxious to risk their corn to such points as require transfer through several junction yards, for every time a car passes through a junction one, two or three days' time is lost, and every day that shelled corn is tied up in box-cars enhances the risk just that much. It is better for them to take a little less price from a near-by point than to take the risk of their grain carrying to a more distant point, for a fraction of a cent per bushel more.

#### THE PROBLEMS NOW INVOLVED.

J. H. Cofer, of J. H. Cofer & Co., Norfolk, Va., says: I have said so much recently on this subject that I rather hesitate to go further; however, if my ideas in regard to this matter are of benefit to anyone, I will gladly give them, particularly as perhaps there are a number of your readers who have not seen my recent articles in other journals.

To begin with, I would say that our market does not solicit consignments and prefers not to have them. We have no commission merchants, except brokers, and our dealers always discount their wants and buy ahead to meet their requirements; hence anyone consigning grain or hay to our market is very apt to be dissatisfied with the returns, as such consignments give our market just that much more than is required, and under such conditions it cannot be sold except at some concession under the market.

My contention at the Chicago convention in 1910, and also at the recent convention in Omaha, was that we can never hope for a better condition in the grain trade until there is a desire on the part of all dealers to handle a better grade of corn; and when they make up their minds to do this, they will then be in position to force the farmers to be more careful in their selection of seed and also to see that their corn is properly assorted and cleaned when shelled.

If it has gotten to a point in this country where, by reason of short seasons, it is impossible to raise corn except with an excessive amount of moisture, and then, by reason of the exhaustion of old corn by December 1st, this wet corn has to come on the market before it should, then, under such conditions, it is all the more important that the farmer should be as careful as possible in assorting his reasonably good corn from the bad and also in seeing that the dirt and as much of the rotten corn as possible are kept out. When this is done, the risk from the excessive moisture is very materially reduced; for, as I have said before, I am sure the corn crops of the past few years would have given very much less trouble and loss had the corn been

properly assorted instead of mixed, the good with the bad, and with corn containing various percentages of moisture, and if it had been properly cleaned.

I do not believe that even 16% corn is safe at certain seasons of the year, with present percentages of dirt and rotten corn permissible under the rules; and if unsafe for domestic use, it is far more so for export, because of the way it is loaded into the ships, 25,000 to 35,000 bushels in one hold, with very often heavy cargo on top which packs the corn. The European buyers, in my opinion, could very much reduce their risk if there could be some plan adopted by which smaller parcels could be loaded, rather than such large quantities as at present, and then by arranging to have only such cargo loaded on top as would pack the corn the least, preferably none at all.

In conclusion allow me to repeat that when the farmer fully understands that he will be forced to accept large discounts for inferior corn, he will be more careful; but there is no incentive for him to grow better corn and put it in better shape after it is grown, if no distinction is to be made by the buyers in the prices paid therefor. It is undeniably a fact that in the past, because of the keen competition, the same price has been paid for the poor corn as for the good; and when this condition ceases and the grades are materially raised, then we can hope for a very great improvement in the grain business and not before.

#### AT THE SEABOARD—BALTIMORE.

Louis Müller & Co., by John M. Dennis, president, say: As we have received so far so little new corn in this market, and as each crop has an individuality requiring a different method of handling, we can not write you intelligently at this time. There is one feature in the handling of new corn this season that must be most seriously considered by country shippers, and that is the certainty of quick transportation and quick unloading of the corn at the terminal on arrival; and naturally shippers will prefer the destination that offers the quickest shipment of the corn, time in transit and unloading at terminal considered. This applies particularly to corn shipped between now and January 1, unless we have a long spell of very cold weather, and even then the freezing in of moisture does not eliminate the danger of the corn being damaged if unreasonably detained in cars. The above necessarily applies to that territory that has corn this year that has not had the opportunity of maturing properly.

From our information, there is considerable territory in central and southern Illinois and Indiana where the above condition prevails, and where much of the corn will need artificial drying in order to be fit for domestic or export purposes.

Unfortunately, some of our larger markets have their elevator room already largely filled with oats and wheat, with only a small proportion of their space available for the handling of this crop of new corn. Baltimore has elevator capacity of about 5,000,000 bushels, of which about 2,000,000 bushels is now used for the storage of wheat, and this stock of wheat should decrease gradually now, so that we should have even more room for the handling of corn by November 15. The drying facilities here are approximately 50,000 bushels daily, which should be sufficient to take care of the percentage of off-grade grain that is likely to come here.

Looking ahead, there will probably be very severe discounts in some of the Western markets this year on No. 4 and no grade corn, owing to limited facilities for handling, also for the profitable absence of a profitable carrying charge to May.

A fair amount of corn has already been sold for export, and at about this level of prices we anticipate a continuous export demand.

After slumping to unusually low levels last fall at this time, the volume of grain movement through Boston has climbed back to the highest point in several years and for the first nine months of this year shows a gain of 82 per cent over the corresponding period of 1910.



[For the "American Elevator and Grain Trade."]

## OATS PRODUCTION.

BY C. B. HELM.

Since the subject of oats supply has become one of such National importance, our farmer has before him to-day the very serious problem of increasing both the production and the quality. The growing of this cereal, up to within the last two or three years, has been more slighted as to selection of seed, the preparation of the seed-bed, and cultivation than any of the other crops. Experiments have shown conclusively that the average yield and quality may be materially increased by a combination of more careful seed selection, and proper attention to the maintenance and improvement of the fertility of the soil.

Some farmers state that there is no money made in the growing of oats; but if they have lost money on oats, the fault surely lies with themselves, for what substitute as a spring crop can be found that shows better returns and costs less per acre for production than oats? It would indeed be hard to find a substitute.

Oats are very responsive. If they are given the same careful attention that is given other crops, a difference in yield of ten or twelve bushels per acre could be easily attained. Better seed will go a long way towards producing larger yields of superior quality; but any effort at oats improvement must be based upon proper methods of breeding and seed selection; and if our farmers will make more effort to secure only reliable, tested seed and prepare the seed-bed intelligently, wonderful improvements would be produced. However, it is gratifying to see that our farmers are awakening to a belief in the more scientific methods of seedling; and, realizing the possibilities that can be obtained, are beginning to make an effort in the right direction.

The question of soil fertility must essentially have first attention, but at the same time there would be a decided increase in yield if farmers would make a selection of seed from varieties best adapted to the climate and soil in which they live and use a variety that is a known producer in each particular section.

Every local grain dealer should take a leading part in the improvement of the oats crop; and as he is directly interested in the yield and quality of oats raised in his own particular neighborhood, he should realize the importance of urging and encouraging and, if necessary, teaching his farmer patrons along more scientific lines. The dealer can materially aid in this by calling farmers together and teaching them the experiments that have been tried and proven, not neglecting to furnish them with printed lectures from scientific agriculturists and agree to furnish them at cost the variety of seed that has been selected after careful deliberation.

According to the United States Department of Agriculture, the standard of purity adopted for oats is 99 per cent and germination as 50.95 per cent. So, before any special variety has been chosen for seedling, it would be advisable to secure samples of at least three or four of the leading varieties and make the necessary tests, especially for germination, thereby ascertaining the variety showing the highest percentage of true germs. All grain dealers can make these tests for farmers with but little trouble and secure the seed for distribution in their sections. Under ordinary weather conditions a large increase will be shown the first year.

The previous custom of sowing the seed broadcast on an unploughed field and disking them in should be relegated to by-gone ages and not used in these modern times of intensive farming. Very much better results in quantity and quality can be obtained by preparing the seed-bed with due care by ploughing, harrowing and rolling, after the proper attention has been given to soil fertility, and drilling in the seed with the drills set six inches apart, this being the standard plan for growing oats. Drilled oats require about eight pecks per acre, while broadcasting requires eleven pecks or more; thus there is not only a saving in the seed but a satisfactory assurance that the seed is being

put into the seed-bed under most favorable conditions.

The cultivation of oats has not been very popular among farmers, from the fear that the young plants would be destroyed; but with drilled oats, cultivation can be done successfully. But it should be done carefully, about two weeks after sowing, when the plant is but a few inches high, by harrowing the oats with the drill rows and not crosswise; after which a roller will greatly benefit the condition of the soil by pulverizing and pressing it down close to the roots of the plant. Then Nature stands ready to do the rest.

Although there has been no remedy found to cure oats blight, such as occurred in the year 1907, yet this can be gradually overcome by selecting resistant strains of oats, the breeding of which is being carried on carefully and with considerable degree of success at some experimental stations. This undoubtedly is an important phase of experimental work, and will eventually eliminate a great many diseases now prevalent in oats. In future oats production, the systematic seed selection from resistant strains, which are the varieties known to best withstand diseases, such as blight, smut, etc., must play a large part in developing abundant crops of good quality.

oats being 35,288,000 acres and acreage of corn 114,002,000 acres.

Give oats a chance. Provide them with the same care and attention that is given other crops, injecting the methods of Science and System, and in the very near future oats will be crowned "King of the Cereals."

## COBB & ELLIOTT GRAIN CO.

Here is an elevator located at Plainview in the Panhandle of Texas in almost the geographical center of that interesting country which in the early manhood of many of us was regarded as a hopeless waste inhabited only by cowboys, desperadoes and renegade Indians and whites generally. Well, it's different today; and the evidence of the fact is this well appointed plant—one among a good many in various parts of the Panhandle—for handling the grain, seeds, wool, furs and other products of the land and for supplying its farmers with coal, etc.

The elevator shown in the picture has a storage capacity of 15,000 bushels and is equipped with a 15-horsepower Fairbanks-Morse Gasoline Engine, Eureka Double Receiving Separator of 400 bushels' capacity per hour, Avery Automatic Scale, and a feed roll with two tons' capacity per hour. The



COBB & ELLIOTT'S ELEVATOR AND WAREHOUSE, PLAINVIEW, TEXAS.

One of the most common and loathsome diseases of the oat plant is smut. It is a disease that soon infects the whole neighborhood, if prompt and strenuous effort is not made to stamp it out. The smutty-headed stalk is usually shorter than a healthy one and is not easily seen by a casual glance. It also ripens earlier, and the wind soon scatters the smut germs to a large area surrounding the infected one, where they find lodgment and nourishment. To fight this disease, the formalin treatment must be used every third year, and unless this treatment is used, the chances are good for an increase in yield of smutty oats from year to year.

Almost proof positive is shown of the neglect of careful oats production when the great oats-producing state of Illinois, with her broad, fertile acres, averaged but 30.6 bushels per acre in the year 1909 and 38 bushels per acre in 1910. Seven of the greatest oats-producing states of the Union, namely, Ohio, Indiana, Illinois, Michigan, Wisconsin, Minnesota, and Iowa, show a total average of but 32.2 bushels per acre in 1909 and 34.4 bushels per acre in 1910. Such acreage as is represented in these seven states should show a total average yield of at least 52 bushels per acre, and with a little scientific management this can be done.

Oats and oats products, forming as they do so large a proportion of our present day food ration, deserve recognition as a close rival of corn, which is called "King" and exalted to the seat of honor of all cereals.

The average farm price of oats in 1910 was 34.1c, with farm price for corn of 48.8c; the acreage of

capacity of the warehouse is 10,000 bushels of sacked grain.

Cobb & Elliott Grain Co., the owners, are retailers as well as general dealers and shippers; and the extent of their business is perhaps indicated by their use of 378 feet of private trackage to the Santa Fe System.

## A GOOD THING.

Grain dealers in Ohio and parts of Indiana are posting in their elevators a "Notice to Farmers" that merits imitation in all parts of the grain belt. The notice, which is properly printed to enforce the high-lights, is worded as follows:

### NOTICE TO FARMERS.

In justice to the farmer who exercises care in selecting good seed and in properly preparing his grain for market, *this elevator buys grain upon its grade merits.* The prevailing full market value is paid on standard grades, and inferior grades are handled upon their relative merits.

*Discounts:*—1. White wheat, 3 to 5 cents under red wheat of equal weight; 2. Smutty wheat, 5 to 20 cents discount per bushel; 3. Mixed, stained or dirty oats, 3 to 10 cents per bushel; 4. Mixed or white cap corn, 2 cents per cwt. under yellow; 5. Green, unsound or dirty corn, 5 to 20 cents discount per cwt.; 6. Poorly husked corn, 3 to 10 cents discount per cwt.

The stealing of grain from cars in the northern part of Wichita has been effectually checked during the past month by the offer of a standing reward of \$10 for the arrest and conviction of any person caught stealing wheat from a car. The first reward was paid on October 23 to the Baldwin-Barr Elevator Co.



[For the "American Elevator and Grain Trade."]  
**CENSUS RETURNS OF GRAIN PRODUCTION FOR 1909.**

BY P. S. GOODMAN.

The decennial count of agricultural production of the country has been completed. The figures of the Census Bureau, if not announced by the time this reaches publication, are likely to be so at any time. The preliminary figures by states are now available. Unwilling to wait on the compilation of all the states with the minor changes that are involved, I have summed up the state returns and ascertained the total which in the final statement of the Census Bureau will not vary a fraction of one per cent. The belief that the annual estimates of the Agricultural Department in recent years have been too large is confirmed in the Census returns for 1909, and in the

pared with ten years before—Census of 1899—the wheat acreage of the country has declined from 52,588,000 to 43,908,000. The 1909 production was 21,000,000 bushels higher; which may comfort the gentlemen who long to see the land produce greater results, as the yield per acre in 1909 was 15½ bushels, while in 1889 it was 12½ bushels. The corn acreage, which was given by the annual estimate process as 108,771,000, was actually but 99,220,000 acres; the difference in the crop was largely on acreage, the yield being the same approximately, the Census making it 27.7 bushels per acre and the annual estimate 27.5. In ten years the acreage to corn was increased 4,303,000, but the yield fell off 109,000,000 bushels; and this may distress those who find encouraging signs in increased yield per acre in wheat. However, the drouth in the Southwest cut heavily into yield in several states and contributed

states, which follow in the table, including the Virginias, show only three-fourths of the wheat acreage and production reported in 1909 by the Agricultural Department. All of them show about the same percentages. Dropping down to the distinctively Southern states, the results are more sharply defined, with only two-thirds of the acreage and yield reported by the annual estimate. Several of these states confirm the oft-repeated statement that wheat raising was being overestimated in the South. Georgia has but a third of the acreage reported; Alabama, an eighth; South Carolina, the same; North Carolina, almost as large an acreage as the annual estimate, but the yield was only 7½ bushels per acre; Kentucky and Tennessee and Oklahoma agree with the Agricultural Department to some extent, but Texas makes a poor showing.

The Central West, the big winter wheat belt, holds

ACREAGE AND YIELDS OF WHEAT, CORN AND OATS AS ASCERTAINED BY THE CENSUS OF 1909 COMPARED WITH THE AGRICULTURAL DEPARTMENT'S ESTIMATES OF THESE DATA FOR THE SAME YEAR.

	WHEAT				CORN				OATS			
	Census		Agr. Dept.		Census		Agr. Dept.		Census		Agr. Dept.	
	Acreage.	Production.	Acreage.	Production.	Acreage.	Production.	Acreage.	Production.	Acreage.	Production.	Acreage.	Production.
New England...	4,511	112,763	10,000	255,000	130,313	5,575,470	210,000	7,352,000	152,128	5,611,869	156,000	5,548,000
New York.....	289,088	6,662,256	420,000	8,820,000	511,970	18,101,148	670,000	24,120,000	1,301,575	34,773,016	1,325,000	37,365,000
New Jersey.....	82,664	1,489,701	110,000	1,969,000	265,441	10,000,731	290,000	9,483,000	72,130	1,376,752	60,000	1,530,000
Delaware.....	111,215	1,643,572	118,000	1,652,000	188,755	4,839,548	201,000	6,200,000	4,226	98,239	4,000	102,000
Pennsylvania..	1,225,391	21,542,894	1,545,000	26,265,000	1,380,344	41,485,330	1,528,000	48,800,000	1,143,960	28,164,932	998,000	25,948,000
Maryland.....	589,893	9,463,457	770,000	11,165,000	647,012	17,911,436	700,000	21,988,000	49,210	1,160,603	28,000	711,000
Virginia.....	692,907	8,076,989	790,000	8,848,000	1,860,359	38,295,141	2,040,000	47,328,000	204,455	2,884,495	200,000	3,800,000
West Virginia..	209,315	2,575,996	370,000	4,810,000	676,311	17,119,097	880,000	27,632,000	103,758	1,728,806	98,000	2,156,000
North Carolina.	501,912	3,827,145	570,000	5,415,000	2,459,457	34,063,531	2,898,000	48,686,000	228,120	2,782,508	196,000	3,234,000
South Carolina.	43,028	310,614	381,000	3,810,000	1,565,832	20,871,946	2,218,000	37,041,000	324,180	5,746,291	211,000	4,431,000
Georgia.....	93,065	752,858	245,000	2,450,000	3,383,061	39,374,569	4,400,000	61,160,000	411,664	6,199,243	350,000	6,650,000
Florida.....	10	137	.....	.....	605,771	7,023,767	665,000	8,379,000	43,206	606,380	31,000	527,000
Mississippi.....	394	4,670	1,000	11,000	2,172,612	28,428,667	2,810,000	40,745,000	97,085	1,268,785	150,000	2,400,000
Alabama.....	13,665	113,953	98,000	1,029,000	2,572,968	30,695,737	3,233,000	43,646,000	257,276	3,251,146	270,000	4,455,000
Louisiana.....	70	563	.....	.....	1,590,825	26,010,286	2,226,000	51,198,000	29,711	420,033	32,000	640,000
Kentucky.....	619,861	6,516,539	800,000	8,320,000	4,136,647	79,148,649	3,575,000	78,650,000	342,086	4,720,692	200,000	4,000,000
Tennessee.....	681,323	8,739,260	670,000	7,906,000	3,436,340	83,338,024	3,568,000	103,472,000	933,325	22,908,393	964,000	27,185,000
Arkansas.....	60,420	526,414	151,000	1,721,000	2,277,100	37,609,544	2,800,000	50,400,000	197,499	3,212,891	164,000	3,759,000
Oklahoma.....	1,168,240	13,991,438	1,225,000	15,680,000	5,897,000	94,032,826	5,950,000	101,150,000	607,766	16,566,354	550,000	15,950,000
Texas.....	326,876	2,560,891	555,000	5,050,000	5,130,052	75,498,695	8,150,000	122,250,000	440,001	7,034,617	615,000	11,500,000
Ohio.....	1,827,932	30,663,704	1,480,000	23,532,000	3,916,050	157,513,300	3,875,000	153,062,000	1,787,496	57,791,046	1,730,000	52,225,000
Indiana.....	2,082,835	33,935,972	2,165,000	33,124,000	4,901,054	195,496,433	4,913,000	196,520,000	1,667,818	50,607,913	1,820,000	55,510,000
Illinois.....	2,175,089	37,830,670	1,810,000	31,494,000	10,045,837	390,218,676	10,600,000	369,770,000	4,176,485	150,386,074	4,346,000	159,064,000
Iowa.....	526,777	8,055,944	439,000	7,446,000	9,229,378	341,750,463	9,200,000	289,800,000	4,645,154	128,198,055	4,300,000	116,100,000
Missouri.....	2,014,918	29,806,589	1,943,000	28,562,000	7,103,419	191,015,533	8,100,000	213,810,000	1,070,997	24,652,451	690,000	18,630,000
Nebraska.....	2,661,411	47,856,874	2,640,000	49,610,000	7,263,470	179,082,176	7,825,000	194,000,000	2,362,692	53,284,600	2,473,000	61,825,000
Kansas.....	5,970,407	77,524,795	6,045,000	87,203,000	8,101,645	154,486,377	7,750,000	154,225,000	933,325	22,908,393	964,000	27,185,000
Michigan.....	802,137	16,025,791	775,000	14,570,000	1,589,596	52,906,842	1,976,000	69,950,000	1,429,076	43,869,502	1,420,000	43,310,000
Wisconsin.....	140,030	2,634,710	179,000	3,484,000	1,458,020	49,163,034	1,533,000	50,589,000	2,164,146	71,335,505	2,280,000	79,800,000
Minnesota.....	3,277,039	57,095,803	5,600,000	94,080,000	2,004,007	67,777,912	1,690,000	58,812,000	2,977,264	93,885,164	2,736,000	90,288,000
North Dakota..	8,178,304	116,349,677	6,625,000	90,762,000	186,787	4,999,703	195,000	6,045,000	2,143,546	65,787,236	1,550,000	49,600,000
South Dakota..	3,104,622	45,289,818	3,375,000	47,588,000	1,975,558	53,612,093	2,059,000	65,270,000	1,480,075	41,255,569	1,450,000	43,500,000
Montana.....	235,357	6,251,945	350,000	10,764,000	9,514	208,103	5,000	175,000	333,195	13,805,735	300,000	15,390,000
Wyoming.....	41,827	735,572	80,000	2,297,000	9,268	176,354	5,000	140,000	124,035	3,361,425	100,000	3,500,000
Colorado.....	340,729	7,224,057	365,000	10,758,000	326,559	4,903,304	135,000	3,297,000	275,948	7,642,855	196,000	7,448,000
New Mexico....	12,129	186,690	41,000	1,004,000	83,999	1,164,970	68,000	2,128,000	33,707	720,560	24,000	960,000
Arizona.....	13,665	113,953	16,000	400,000	15,605	298,664	13,000	417,000	5,867	189,312	4,000	148,000
Nevada.....	13,296	388,160	36,000	1,033,000	585	20,779	.....	.....	7,841	385,174	7,000	313,000
Utah.....	178,428	3,943,916	235,000	6,090,000	7,267	169,688	13,000	408,000	80,816	3,221,289	55,000	2,536,000
Idaho.....	399,234	10,237,609	520,000	14,465,000	9,194	318,181	6,000	184,000	302,783	11,328,106	175,000	7,785,000
Washington....	2,118,015	40,920,390	1,540,000	35,780,000	26,033	563,025	15,000	417,000	269,742	13,228,000	202,000	9,898,000
Oregon.....	701,183	12,401,913	810,000	16,377,000	17,250	451,097	17,000	522,000	339,082	10,874,196	288,000	10,886,000
California.....	478,687	5,168,210	825,000	11,550,000	51,935	1,273,901	50,000	1,740,000	192,158	4,143,688	200,000	6,289,000
Total, 1909...	43,907,899	679,553,872	46,723,000	737,189,000	99,220,190	2,556,994,750	108,771,000	2,772,376,000	35,745,609	1,023,377,903	33,204,000	1,007,353,000
Total, 1899...	52,588,574	658,534,000	44,593,000	547,304,000	94,916,911	2,666,440,000	82,109,000	2,078,144,000	29,539,698	943,389,000	26,341,000	796,178,000
Total, 1889...	33,579,514	468,374,000	33,124,000	490,560,000	72,087,752	2,122,328,000	73,320,000	2,112,892,000	28,320,677	809,251,000	27,462,000	751,515,000

two years since the Agricultural Department has further added to its acreage of the principal cereals.

The finding of the Census Bureau for the crops of 1909 will come with something of a shock to those who have been pinning their faith to the annual estimates and who have been reasoning in the figures therein given. The wheat crop which the Agricultural Department announced at 737,139,000 bushels is given by the actual count as 679,554,000 bushels, or 46,723,000 less. The 1909 corn crop by the annual estimate was 2,772,000,000 bushels; the actual was but 2,557,000,000 bushels, or 215,000,000 less. The oats crop, estimated at 1,007,000,000 bushels, was 1,023,000,000 bushels, or 16,000,000 better.

The theory that this country has been adding to its per capita consumption of wheat in the past decade has been exploded by the Census figures; and the fellows who have been calling the difference between seed and exports "domestic consumption" have a chance to figure it all over again. While the Statistical Bureau of the Department of Agriculture was adding to the wheat acreage in the decade, the farmer has been reducing his wheat acreage. Com-

pared with ten years before—Census of 1899—the wheat acreage of the country has declined from 52,588,000 to 43,908,000. The 1909 production was 21,000,000 bushels higher; which may comfort the gentlemen who long to see the land produce greater results, as the yield per acre in 1909 was 15½ bushels, while in 1889 it was 12½ bushels. The corn acreage, which was given by the annual estimate process as 108,771,000, was actually but 99,220,000 acres; the difference in the crop was largely on acreage, the yield being the same approximately, the Census making it 27.7 bushels per acre and the annual estimate 27.5. In ten years the acreage to corn was increased 4,303,000, but the yield fell off 109,000,000 bushels; and this may distress those who find encouraging signs in increased yield per acre in wheat. However, the drouth in the Southwest cut heavily into yield in several states and contributed

to the small yield per acre compared with the 28.1 bu. of 1899. The oat acreage by the Census count of 35,755,000 was 2,541,000 more than the annual estimate; the yield per acre on the actual was 28.6 bus. compared with 30.4. Looking back ten years, there has been a good increase—6,216,000 in acres, 79,989,000 in bushels, but a lower yield per acre; that of ten years previous was 32 bushels. The Soil Fertility League will have a great deal to do to double the yield of the American farmer, if the farmer should assent to the plans which his friends in the cities are formulating for him.

The state returns given in tabulated form show some very interesting features. The subject is too big a one to cover in a single review; and for the present I shall content myself with sketching the important changes in the three crops tabulated.

The Eastern states, as ten years ago, show a heavy falling off in wheat production. I have grouped in a single statement the six New England states which have disappeared from consideration as factors in any of the grains. The middle Eastern

states, which follow in the table, including the Virginias, show only three-fourths of the wheat acreage and production reported in 1909 by the Agricultural Department. All of them show about the same percentages. Dropping down to the distinctively Southern states, the results are more sharply defined, with only two-thirds of the acreage and yield reported by the annual estimate. Several of these states confirm the oft-repeated statement that wheat raising was being overestimated in the South. Georgia has but a third of the acreage reported; Alabama, an eighth; South Carolina, the same; North Carolina, almost as large an acreage as the annual estimate, but the yield was only 7½ bushels per acre; Kentucky and Tennessee and Oklahoma agree with the Agricultural Department to some extent, but Texas makes a poor showing.

The Central West, the big winter wheat belt, holds

to a higher acreage and larger yield. The acreage is 825,000 larger, the yield 5,000,000 bushels larger. The three so called Northwestern states had 1,000,000 acres less and 14,000,000 bushels less than the annual estimate, and here, as pointed out some time since, in a preliminary forecast of the reports, Minnesota has lost heavily, North Dakota gained largely, and South Dakota shows a falling off. It is when we enter the Mountain and Pacific Coast states that we are jolted as to previous ideas. The acreage of wheat falls off slightly in the total; the yields are four bushels on the average less than the country has been accepting. The aggregate yield of this section is 87,000,000 bushels, or 28 per cent less than reported for that year in the estimate. Washington is the only Pacific Coast state to show a larger acreage. California comes up with half the old figures. The glamor of the big crops away from the market routes is lulled, and after all the brainstorms to account for the disappearance of the big crops westward, we find we were only borrowing trouble.

It is necessary to change the old idea about win-



ter and spring wheat crops, as well as the total crop of wheat. Instead of a crop of 291,000,000 bushels of spring wheat in 1909 it was but 264,000,000 bushels, and the average yield 15.3 per acre. The winter wheat crop was 416,000,000 bushels and the average yield 15.6.

The falling away in the corn crop from the old figures, like wheat, was in the East and South. The Eastern states had 130,000,000 bushels against 164,000,000 in the annual estimate. The South had 446,000,000 bushels against 747,000,000 bushels estimated, a loss of nearly 40 per cent. The average yield in the South was but 15.7 bushels as compared with 20 bushels per acre in the other statement. Running down the list of states, it will be seen that all of them, except Tennessee and Kentucky, were much overestimated, and Texas, which for some years has been ranking as third in acreage of corn, turns out to have been eighth. The Eastern and Southern states combined show a loss of 230,000,000 bushels from the Agricultural Department's estimate, Texas contributing 45,000,000 bushels.

The old corn belt stands out in fine shape compared with the annual figures and with ten years ago. The seven surplus states are given 1,609,562,000 bushels, or 28,000,000 more than the annual estimate for 1909. Illinois shows an average yield per acre of 39 bushels, against 34.9 estimated by the Agricultural Department; Iowa an average of 37, against 31.5 by the Department; Nebraska and Kansas showing smaller yields. In the seven states the average yield was 31.8 bushels against 28.3 in the annual estimate. The Northwest and Far West show a slightly larger corn yield than the estimate.

Variations in oats acreage and yield are slight and in no case sufficient for comment.

Ten years ago the Agricultural Bureau was far out of line on the three big grain crops; and through pride and chagrin there was no adequate adjustment made in the subsequent reports. The Census for 1909 has been completed as to crops much earlier than ten years ago, and the figures should be made a basis for readjustment of the 1911 crop next month. On a rough and hurried estimate, the adjustment this year should reduce the wheat crop from 655,000,000 bushels to 600,000,000; the corn crop from 2,776,000,000 bushels to 2,560,000,000, the oats crop being unchanged. The Census returns are the only accurate crop results, and the trade interests are entitled to a careful readjustment of the figures which for some four years past have misled some very good people. The Census figures justify the rising prices of cereals the past five years; they answer the question, what became of the two last big wheat crops—of the last big corn crop, answering the question by showing that there were no such big crops raised.

Confirmation of the Census reports are to be found in the smaller rural population; in the small increase in improved acreage; in the small exports. An additional confirmation are the milling figures of 1909, which were 105,756,645 barrels of flour, comparing with 104,013,278 barrels in 1904. In the future the census of farm production will be taken every five years, as of manufactured products.

### NOT LIABLE FOR DAMP GRAIN.

The terminal elevator companies at the head of the lakes in Canada, have issued the following joint notice:

"The following terminal elevators find by experience that they cannot assume liability for any grain out of condition. Accordingly, all tough grain will be received and stored only at the owner's risk of deterioration, and no damp or wet grain will be received without drying, providing always that the terminal elevators reserve the right to dry tough grain at any time. After the close of navigation the tough grain will be received for storage without treatment except for direct transfer."

This notice is signed by the Canadian Pacific Railway Co., Consolidated Elevator Co., Grand Trunk Pacific Elevator Co., D. Horn & Co., Ogilvie Flour Mills Co., Port Arthur Elevator Co., Thunder Bay Elevator Co., Western Terminal Elevator Co.

The Ohio State Board of Uniform Accounting has approved the action of Cincinnati city officials, who, finding they cannot buy grain and hay sup-

plies to advantage by advertisement, as provided by law, may proceed to procure such supplies in the open market without competitive bidding. It is explained that in making bid for such supplies, owing to the rapid fluctuation in prices, bidders, in order to fortify themselves against chances of advance in price, if they bid at all, made the prices disproportionately high.

### A SOUTHERN ESTABLISHMENT.

The picture herewith is one of the new warehouses of Dickinson Brothers, Glasgow, Ky., a business established in 1900 as successors to Brents Dickinson. Situated in central Kentucky, the business is quite largely distributive in character, especially of flour, coal and building material (not lumber), but for handling grain, field seeds, hay, etc., the new building (now used altogether as a warehouse) contains storage space on the third floor and has been so constructed that the elevating and cleaning apparatus may be installed later on, indicating an assembling trade also.

The picture indicates an admirable location for the saving of labor in handling stock received for



WAREHOUSES OF DICKINSON BROTHERS, GLASGOW, KY.

distribution. The switch track in the rear is built on a trestle through which coal is dumped into the basement, where it is handled entirely under cover, a practice that dealers might more generally follow than they do with material profit to their patrons. At the same time, the track is on a level with the second floor of the warehouse, so that there is no elevation of materials handled on that floor; on the contrary, most of them go down by elevator—a money-saving paradox, so to say.

The third floor will be used exclusively for grain, seeds, etc.

### TWO BAD FAILURES.

The grain firm of Pitt Bros. & Co. of Baltimore on November 3 went into the hands of Blanchard Randall, a prominent grain expert of that city, as receiver, with liabilities running into the hundreds of thousands of dollars. This action was taken on the petition of four banks of Baltimore, to-wit: the First National, National Bank of Baltimore, Farmers' and Merchants' and the National Bank of Commerce, whose claims aggregate \$188,600. To what extent outside banks are interested, other than the National Park Bank of New York, which has a claim of \$50,000, does not appear at this writing, but presumably the liabilities are in excess of the \$238,000 here named.

The ugliest feature of the smash is the fact that these loans, to a very considerable extent, were based on bills of lading fraudulently uttered by the firm, and simultaneously with the filing of the petition for a receiver, the grand jury of Baltimore city returned an indictment against Pembroke W. Pitt, senior member of the firm, charging him with having forged the bills of lading upon which he had received loans to a large sum. His bail was named as \$25,000; but before he could be arrested on the presentment, Pitt had drawn \$4,000 (more or less) from his personal account and fled the city with his wife apparently, for she, too, had disappeared. The

forgeries were discovered by National Bank Examiner Sam'l N. Hann.

The firm of Pitt Bros. & Co. was formed in 1884 and did a large business. It failed in 1894, but was put on its feet again by the local banks. The other member of the firm is Clarence M. Pitt, who, however, now does not acknowledge that he is a member, having, as he said, "advised his brother that he was going to get out of the business," and who has employed counsel to protect his interest.

The failure and the scandal accompanying it, made, of course, a sensation on the Chamber of Commerce, whose directors at a special meeting on November 6, suspended the firm, and cited both members to show cause why they should not be summarily expelled, and unless answer is made at the December meeting of the directors such action will be taken.

An unexpected after-clap of the Pitt Bros. failure was that of Kirwan Bros. Grain Co., on November 10, also at Baltimore, a suspension that was followed immediately by the indictment of Henry C. Hindes, treasurer of the company, and Wm. E. Marshall, an office clerk, on a charge of forgery of bills of lading for grain, upon which sophisticated

documents \$2,500 was realized from the First National Bank. Bail of each was put at \$25,000 and Hindes, failing to obtain bail, was sent to jail.

Bankruptcy proceedings were begun by the First National Bank (claim of \$5,000), Gill & Fisher and Hammond, Snyder & Co., the claims of the latter being nominal only. The allegations of claims were made to conform the petition to the bankruptcy laws, and, these allegations all the members of the firm assent to. It is stated that the loss will be about \$70,000. There is considerable grain among the assets. On November 11 Louis Müller was appointed receiver, and the members of the firm all suspended by the Chamber of Commerce.

Hindes and Marshall were arrested on Nov. 10 and both admitted that they were responsible for the forged bills of lading, but they claim they issued the bogus paper in order to tide over the affairs of the company. Marshall, while under arrest, said that he had frequently been compelled to fill out the bogus bills of lading at the point of a pistol in the hands of Hindes, who threatened his life if he did not do his bidding. Hindes had no comment to make on this declaration. Marshall added that Hindes was at the bottom of the frauds, that the Kirwan brothers, like himself, were simply salaried men who got "not a cent of the bad money," and that the firm had been trembling for years, making the frauds a necessity, so to say. Hindes declared that speculation was at the bottom of the failure and that he was wholly responsible, although he claims that all members of the firm knew what was going on, but the Kirwan brothers deny absolutely that they were parties to the frauds in any way or knew of those irregularities. Walter Kirwan declared that, "If it is the last word I ever shall have uttered, I will say that I had no more idea of such a practice, no intimation of it and no suspicion of it until it was forced upon me in the shocking and sudden manner in which it came. For these men to attempt to drag us in to mitigate their own rascality is a cowardly act. Hindes admitted



to Mr. Wilcox and Mr. Randall in my presence and in this office that I was innocent, and that he and Marshall alone were guilty. He repeated the same thing later in the day to Mr. Howard over the telephone, also from this office, and I heard the conversation. Mr. Howard specifically asked him if any one else was involved, and if he wanted to make a statement to that effect." And his emotion overcame him.

It is said that in this case the bogus paper was more expertly executed than in the Pitt case. This made it harder to detect and is what gives the bank so much difficulty in its sifting process. In addition to forging the car numbers, the names of the railroad agents and the shippers, the stamps also used by the agent from the shipping point and one used by the banks in receiving the bills are alleged also to have been forged. Walter Kirwan said that both Hindes and Marshall admitted to having these duplicate stamps, which they said had been carried to their homes on the night before the failure.

[For the "American Elevator and Grain Trade."]

### SOME TIMELY WORDS OF ADVICE TO GRAIN SHIPPERS.

BY H. J. HANNON,  
Secretary Alder-Stofer Grain Company.

Although there is no congested condition of the elevators in this market, or any reason to believe that there will be, we shall at the same time have some suggestions to make regarding the handling of new corn shipments which we believe, if faithfully carried out by the shipper, will be of inestimable value to him and greatly enhance the grading of his grain and increase its value.

We deem an opportunity to give our ideas through your journal a special privilege, and especially so when we consider the great number of shippers it must reach. These ideas, specifically covered below, faithfully followed out, will mean a close co-operation between shipper and the receiver for their mutual benefit. To cover these suggestions in their physiological order:

First.—Forward an invoice for each and every shipment, paying particular attention to see that the bill of lading is properly issued, dated and signed in ink and the car billed in accordance with the special shipping directions which the shipper has received or in accordance with general instructions which most receivers furnish to their shippers.

The importance of these matters is great. The invoice gives the receiver the knowledge that there is a car of grain in transit to him, the car number and the amount of draft drawn against the car, together with the number of bushels contained in the car and the description of the grain. The importance of bills of lading properly issued has been too often covered to need any further discussion here.

Second.—Forward drafts with bills of lading attached immediately when the car is loaded and request the bank of deposit to forward such drafts directly to one of the various banks in the terminal market for collection.

It very frequently happens that drafts deposited at points in Illinois and Indiana are sent to banks at Indianapolis and Chicago, and from these points to Philadelphia, sometimes to Pittsburg and even again to New York, and those cities in turn forward them to Albany which in turn forwards them to Buffalo for collection. This roundabout way of routing these important papers covers four to five days, and, unless the movement of grain is exceptionally heavy, the car is on track here before the papers are received and the consignee is unable to release the grain.

Third.—Trace your shipments. Too many shippers feel that the moment a car is loaded, bill of lading signed, draft drawn and deposited, their troubles are at an end. They probably do not stop to consider that this grain is still their property and will remain so until it has been delivered to the consignee in the terminal market. If they would request their agent to trace the shipment through to destination by wire, it would facilitate the movement of it and prevent the liability of a car being side-tracked in one of the various yards

at junction points through which it must necessarily pass. Every day's delay on the road on a shipment of new corn is liable to mean just that much deterioration in the grain and necessarily in the value of the grain.

Fourth.—Clean well all grain loaded for shipment. By so doing there is prevented the danger from heating which is too often due to the fact that uncleaned grain has been loaded. The cleaning process could not possibly take up any great amount of time nor could it cost any great amount of money, when the shipper stops to consider what it would mean to him in a year's time in the increased value of his shipments.

Fifth.—Load moderate sized cars. It is a well-known fact that there is not as much danger of a 56,000 to 60,000-lb. car of grain getting out of condition that there is a much larger car, say of 80,000 lbs.; and, then, a smaller-sized car allows the inspector at the terminal market to make a very thorough inspection of the car and determine the exact quality and condition; whereas in a large car he is unable to make a proper inspection; which means that the shipper has to guarantee the

### THE AMERICAN MACHINERY CO'S. PLANT

The half tone reproduced below gives an excellent bird's eye view of the plant of the well known American Machinery Company at Port Huron, Mich. The plant has an excellent location, with two main trunk line connections, making it possible to give exceedingly satisfactory deliveries to all parts of the United States and Canada.

While the American Machinery Company concentrates its efforts on the trade in the United States, it reports a very satisfactory trade as well in Canada, Japan, Australia and the British Isles. The Case Roller Mill manufactured by this company has been well and favorably known to the entire milling fraternity for many years.

In addition to Case Roller Mills, the company's line of machinery includes every item of equipment for flour mills, grain elevators and feed mills, from basement to cupola. A feature of the American Machinery Company's mill construction that interests the trade is their elimination of all reels and other bolting devices outside of the American Bolter. The company states that they have constructed mills in



PLANT OF THE AMERICAN MACHINERY CO., PORT HURON, MICH.

grain until such time as it is unloaded in an elevator, or two to three days longer than would have been necessary had a moderate sized car been loaded.

Sixth.—Do not mix grain. It too often happens that a shipper will get several loads of poorer quality grain than the average and will endeavor to mix it out with the better quality of grain, spreading the mixture over a few cars, thereby injuring the grading and quality of several cars, when, had he kept the poorer grain by itself until such time as a complete car load was obtained and then loaded the poorer grain in one car instead of several, there would be a discount on only the one car.

Seventh.—Describe on the invoice faithfully the quality of the grain and especially the poorer quality.

This enables the receiver to determine at once, upon receipt of inspection, whether or not the grain is of the standard claimed by the shipper, and, if it doesn't compare favorably, to make another examination to determine whether or not the inspectors have erred. It would also enable the receiver to pay particular attention to any shipments which are in special need of immediate attention, thereby giving him an opportunity to intelligently care for these shipments by rushing them to elevators for handling in accordance with their needs.

the South, handling the soft southern wheat, where all the work of that nature was accomplished with the American Bolter. The purification system used is of the air belt type.

Another product of the American Machinery Company which is well known to millers is their American Special Chopper.

Corn has been grading high at Cincinnati, most of the new grading No. 3.

Up to October 27 the Canadian West had marketed at Winnipeg 47,000,000 bushels of new wheat.

Practically all of the old corn in Chicago has been sold and vessel room has been chartered to carry it out. The official statement of October 16 showed the public and private elevators in Chicago contained only 1,583,000 bus. at the close of business October 14. It was estimated that only 125,000 bus. of this was unsold October 17. Sales of 100,000 bus. were made October 17 to the Corn Products Company at 70c. for No. 2 mixed in store. Light current receipts of old corn made it necessary for the industries to draw on stored stocks. Some of the oldest and most experienced cash corn handlers in the trade have been very much surprised at the small movement of old corn from the country. A few of them are becoming converted to the popular idea that there is very little of the old corn left.—Record-Herald, Oct. 18.



[By Permission.]

## TWO VITAL MATTERS: LOANING MONEY BY GRAIN DEALERS, AND THE BILL OF LADING.\*

BY A. F. FILES.

Last June, at a meeting of the Indiana Grain Dealers' Association, I had the extreme pleasure of listening to an address by a representative of the Indiana Bankers' Association, your honored ex-president, Mr. Bonner. He told much of benefit to us in the conduct of our business, and apparent to all who heard was the wisdom of our secretary in going to the bankers for something different from our usual shop talks. A return invitation was received from your Association; and there being no fear of an annexation plot, reciprocity was voted in and I was chosen to come before you. Let me continue the analogy and suggest that this reciprocity has developed a situation akin to that which I believe would have unfolded under reciprocity between United States and Canada, in that you have given more than you will receive, as United States would have given more than she would have received from Canada. You furnish us an orator of ability and experience; our association has provided at best an essayist and reader.

I assure you, gentlemen, I deem it no small privilege to come into your meeting—no inconsiderable honor to stand before you. Who of us is not proud to be a citizen of this magnificent Republic, a citizenship that carries with it guarantees of privileges and rights and honors not allotted anywhere else on the great Jehovah's foot-stool—a citizenship strong in its independence by a realization of its interdependence—a citizenship that vouches no right nor honor to one to which another may not aspire—a Nation great because every occupation is a business and every worker a business man, with eyes ever opening wider and faculties daily being sharpened to a keener edge? It is, therefore, as a business man I come to you, business men, and not as from association or fraternity to fraternity.

I might liken business to a great power plant, with its myriad intricate components, each essential to the whole. We, the grain dealers, might be said to be the stokers who, handling the bread of the Nation, feed the furnace that produces the steam. You, the bankers, are surely the ponderous balance wheel, providing the momentum, steadying the machine, keeping it from tearing itself asunder by wild bursts of speed. And as the balance wheel is most important and essential to the power plant, so is the bank most important and essential to the business machine. So fine is the metal of which you are composed, so well do you accomplish your work, so honorably do you acquit yourselves, that you bear the distinction of being the only class that has not been seriously attacked by the muck-rakers, the flue cleaners of the great business boiler; for however much they may cry "Trust! Trust!" at others, not the most rabid insurgent of them all has ever had the temerity to accuse the bankers of doing business on trust.

I have been allotted a double subject—"Grain Dealers as Money Lenders" and "Order Bills of Lading." Let us at the first.

### GRAIN DEALERS AS MONEY LENDERS.

The loaning of money to farmers is the grain dealers' Frankenstein—a monstrosity of our own creation, born of a delusion that by so doing we may curry favor with the borrower and insure to ourselves the handling of his grain when harvest comes. It is a result of the competitive system in business, a disastrous, unbusiness-like system that the National legislature has sought to perpetuate by passage of the Sherman anti-trust act and which has been copied with more or less exaggeration and invidiousness by state legislatures, including that of our own Indiana. Which brings up the thought of state legislatures in general; and when I think of state legislatures it makes me feel about like Jonah's whale felt on the evening of the third day.

\*An address by A. F. Files, vice-president of W. H. Small and Company, dealers in field seeds, grain, etc., Evansville, Ind., before the Indiana Bankers' Association, Indianapolis, October 26, 1911.

But I digress. So thoroughly has our system become inoculated with this poison that there seems to be no limit to the absurd conditions under which it is practiced. Elevator men, with debt hanging over their warehouses and doing business from hand to mouth on borrowed capital, will borrow more money to loan to farmers without interest, without security, and often with nothing but a poorly kept book account to show for the money, and only a verbal promise that it will be paid at threshing time, or when the corn has been shucked. Not infrequently, when the wheat or corn is ready for market, Mr. Farmer feels the need of all the money his crop will bring, hauls his grain by our door to our competitor, and we carry the account over to the next year. If we organize and attempt to get close enough together to try to stop these unbusiness-like practices, we are branded by the Indiana anti-trust law as a vicious combination in restraint of trade, that must be "busted" or our membership fined or jailed.

So we find ourselves very much in the condition of a certain Pennsylvania Dutchman. He was a fine old man and has doubtless long been resting with his fathers, for I heard this story about him at least thirty years ago and it probably had been floating some time before that. He took his son Jake and went bear hunting. Among the pines on the mountain side they came face to face with bruin, who promptly reared upon his haunches for a fight. The old man thought he was some scrapper himself, so he told Jake to lay low while he went in with hunting knife and finished up Mr. Bear single handed. In about two minutes he found he didn't know the first principles of bear fighting, and had only wind enough left to yell to Jake, "Shake! Shake! Come help me let dis ting go."

We are much in the plight of this old Dutchman, in regard to this money lending business, and cry out to you to "help us let this thing go." How? By wise counsel to your elevator customer that he stop a practice that cannot but be injurious to his credit and that might easily lead to business disaster; and by urging the point that since he may expect you to help him carry his load during the harvest rush, you in turn expect him to court your confidence by good and safe business practices. No one can furnish the relief that can come from you. Will you not respond?

### ORDER BILLS OF LADING.

My second subject also is one of vital interest to both banker and grain dealer, yet of much broader import than that to which I have just referred. I will touch upon it from two points of view—namely: "The Integrity of the Bill of Lading" and "Its Importance as a Commercial Paper."

The bill of lading is a written contract entered into by a shipper and a transportation company, whereby the latter agrees, for a stipulation, to carry certain merchandise or commodities, receipt for which is acknowledged in the contract, from point of shipment to a specified destination and deliver the same to a consignee and under conditions also specified in the contract. Its consequence as a binding agreement between shipper and transportation company is recognized by both and by the business world in general, and has been upheld by the courts. Indeed, of so much significance is it considered by the courts, that in passing upon its equity they have ruled out certain provisions sought to be imposed by the transportation companies, whereby the shipper was compelled to sign away some of his rights or have his goods refused for shipment. Among other provisions of this instrument is that with which our subject has to deal, namely, a covenant by the transportation company that it will deliver the goods receipted for at destination only on the order or instruction of the shipper. This is the "order bill of lading"; and the carrying out of its conditions is so much a matter of religious observance by the transportation companies that any loss caused by deviation from its provisions is promptly adjusted and resort to the courts rarely required.

But what of the instrument itself? One would suppose such an important document would be en-

compassed by every safeguard that could be devised for its protection. Yet such is not the case. In theory an aristocrat, in practice it is indeed most democratic. It freely circulates without regard to "race, color or previous condition of servitude." It is found half legibly written in pencil with important wording omitted. Its signature is frequently done in pencil, or even in rubber stamp, by an office boy or by the agent himself. Often it is undated, and rarely does it show the rate of freight guaranteed. On carloads from country points the weight is more often a matter of conjecture than of fact. Practically no means are provided to protect it from forgery, or raising its valuation, or making alterations. It is handled with a carelessness that betokens little appreciation of its importance and value. Yet it stands to the shipper and to you, his banker, as the only evidence of a valuation that may run far into the thousands of dollars—the only warrant of responsibility for the safe delivery again to the owner or his assigns of the property receipted for.

In its original form a document of simple but clean-cut verbiage and still, as applied to the marine service, much resembling its progenitors, the bill of lading in its most familiar form, that adopted by the railroads, has developed (or degenerated, as you please) into a mass of whys and wherefores calculated to release, as far as possible, the carrier from liability. Its every phase, however, has been ruled upon by the courts, with the result that the integrity of the contract has been maintained, and the execution of the bill of lading means, in so many words, that the contracting carrier must deliver the goods receipted for at destination intact as received, assuming all liability for loss or damage in transit.

With all the imperfections I have alluded to, the "order bill of lading" has become one of the most important pieces of commercial paper with which shipper and receiver and banker alike have to deal. Upon faith in its integrity you, the banker, give and receive credit, exact interest or discount and brokerage. Upon a like faith in its integrity the receiver pays you, on demand, its valuation, and often far in advance of receipt of the goods it represents. As security for money loaned, it is better than a mortgage, in that it is a quick asset, requiring no court record nor foreclosure—better than a note with individual endorsers, in that realization is more prompt and less troublesome—better than industrial stocks, in that it not only carries the responsibility of the shipper by his endorsement, but the liability of the carrier as well. Representing, as it usually does, the result of a barter between shipper and receiver, the consummation of which is almost coincident with the issuance of the bill of lading, its value is fixed by contract and not liable to be seriously affected by market fluctuations.

Essentially of so much value and importance, we are surprised that so little attention has been paid to the safeguarding of this instrument. Is it not high time for shipper and receiver and banker to join in a demand that the carrier use every possible precaution in its issuance, that it may take on a dignity equal to that of the note or bond or other paper of no greater consequence? Let as much care be taken in its signature as in the signature of a note; make its descriptive wording exact as that of the mortgage; seal its execution with the precision of the bond. Do not stop here—give to the "order bill of lading" every attribute of the check, that little, throbbing, vibrant shuttle that you bankers have made so important to the great business machine. Let the authorized signature of the carrier's agent be filed with every bank in his town, or his banking town; let the endorsement of the shipper be a matter of as much care as would be given his endorsement on a check; in its transmission to the point at which payment is to be made, let it be assigned from bank to bank with the formality that would be applied to a check similarly forwarded. Then will the third or fourth bank in line of collection know that it has a true piece of collateral; then will the receiver be assured that he is not paying for a forged paper nor for one that does not stand for everything claimed on its face; for back



of it will be that confidence in the integrity of any instrument that has passed the scrutiny of a bank, with which you bankers have inspired the people in the banking system of the Nation by your circumspection, your probity, and your adherence to the principle of absolutely square and honest dealing. And this confidence the people have in you, this high ideal with which you are regarded, this faith in your rectitude, are they not the very bone and marrow of this great financial system? How carefully then should they be nursed—with what solicitude protected! To this end, and in conclusion, let me offer a criticism and a suggestion. I copy from a signature card presented by one of our banks:

It is hereby agreed that all checks, drafts or other items not payable in Evansville, Indiana received by this bank for credit or collection are taken at the depositor's risk. This bank, as agent, will forward same to collecting agents out of this city, but should such collecting agents convert the proceeds, or remit in checks or drafts which are thereafter dishonored, the amount for which credit has been given will be charged back. This bank assumes no responsibility for neglect or default of collecting agents or losses occurring in the mails.

Similar in phraseology and concurrent in conclusion, a notice may be reproduced from the pass-books of many banks, with the number seeking to apply the restriction increasing all the time.

This has to do with your collection department, which, at first, possibly only an incident to banking, you have made one of your most important duties. In the bankers' directories, in financial journals, wherever banking is advertised, special stress is placed on the collection department, on the care with which such papers are handled and the promptness in making remittances or reports. Here again the influence of the integrity of the banking system is felt, and the public has quickly responded to the convenience offered and the safety warranted by the banking connection, until the business of handling collections is as much a part of banking as is the receiving of deposits or loaning of money.

Nor can you evade any of the responsibilities involved in this part of your business. I ask you, gentlemen, is it banker like to try to do so? Would it not much better comport with your high standing as commercial men to put the strength of the banking institution back of this department and make it absolutely safe? How much better to do it voluntarily and because it is right than to do so at the command of courts; for some day, just as sure as fate, the courts will class you as a common carrier and define your responsibilities and limitations. It will rule that since the handling of commercial paper, or collections, if you please, through the banking system has become such an essential of general business, a mere statement printed in your pass-books will not absolve you from liability. Your active efforts to strengthen this feature of banking should begin at once, for already are unwholesome practices creeping in. I have in mind an instance illustrative of the extremity to which interpretation of this rule may run.

A certain bank bought a draft with order bill of lading attached, with implied contract as usual in such cases, that if for any reason payment was refused seller would redeem the paper intact as sold at face value upon its return. According to custom the purchasing bank started the paper to point of payment by the route of least resistance, namely, to its correspondent in the first large city eastward. This correspondent sent it forward to its correspondent farther east. Thence it went to final destination. At this point the bill of lading was detached and delivered to payee without payment of draft, the bill of lading in turn surrendered to railroad company by payee, and the goods released and delivered to consignee's warehouse. In course of three or four days, with market rapidly declining in meantime, consignee concluded the goods were not up to sample bought by and refused to pay the draft. The very hour the bill of lading was surrendered and the goods taken away from the railroad an element was injected that changed the situation and made it impossible to restore its original status. Having, by collusion with his banker, or by misrepresentation, or other means,

gotten possession of the bill of lading without payment of the draft to which it was attached, and having surrendered the bill of lading to the railroad and accepted the goods, carrying them to his warehouse and holding them even an hour, not to mention the actual period of three or four days, consignee clearly laid himself liable for the full amount of the draft and should have protected the banker. Not so, however; and the banker who by his own willful negligence had gotten himself into deep water clutched at the rubber stamp denial of liability, and started the draft back home minus the bill of lading, charging its amount to the bank from which it came. This bank in turn charged the worthless item back to its western correspondent, thence by charge to the bank which had started the paper eastward. Of course, the maker of the draft refused to honor the charge when it came back to him; and very properly so, on the ground that the bill of lading having been delivered the draft was now worthless. I say it is a shame to the banking fraternity that a chain of five bankers can be found who will become parties to such a transaction; for be it known that not only were the four bankers mentioned involved but the consignee of the goods himself was a banker. Again, let me ask you, gentlemen, bankers, can you afford to allow a thing to creep into the banking

system of America that is capable of cloaking an outrage such as I have just outlined?

And this, my fellow business men, is my message to you. Its inception came long ago, when the first draft was presented bearing the rubber stamp attempt to evade liability. It has grown, as I have seen the infection spread to its most hideous climax. I am glad to come to you direct; to talk to you face to face about this thing; to picture it as it appears to the man on the other side. It seems to me that any banker who allows anything to creep into his business that lessens his accountability for carefulness and watchfulness and probity is taking a step in retrogression—is placing himself on a level below the express companies, where there would be no thought of trying to evade responsibility because of negligence of their agents. I have criticised from the point of view of a business man who is liable to suffer from any weakness in your system. Possibly, if I had the bankers' experience on the other side, I might see the other way. There must be a happy medium that shall be for the good of all. "Come, let us reason together," and work it out.

The ruling by the committee here with reference to the "Call" bids, of which you were duly advised under date of Sept. 23rd, have been modified so that the  $\frac{1}{4}$ c. per bushel deduction applies now only to corn contracted for shipment to the end of November, as you will probably already have noted in our bids.—Pope & Eckhardt & Co.'s Market Letter.

Mason Snowden, a superintendent for Louisiana in charge of the Government co-operative demonstration work, in his report to the Bureau of Plant Industry, for the year ending October 1, 1911, reports that the yield of corn in Louisiana is nearly 70 per cent less than in 1910, but is still a fair yield, on account of the fact that last year's crop was a great deal larger than ever before.

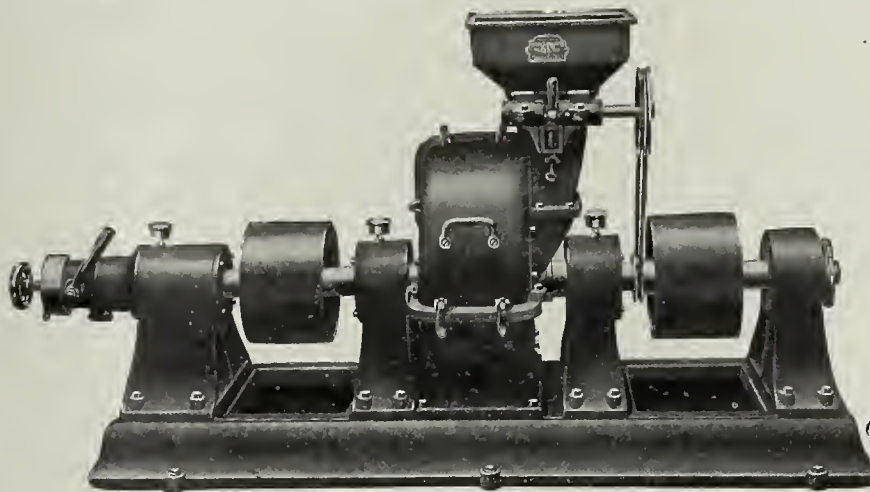
## THE MONARCH BALL BEARING ATTRITION MILL.

About a year ago Sprout, Waldron & Company, the well known mill builders of Muncy, Pa., put before the milling public their new type of Monarch Ball Bearing Attrition Mill. At that time the mill had been in operation for over a year in various places, running under the strictest tests known to prove its efficiency. After a year of these tests the makers felt that they could offer the mill to the trade with a positive guarantee of what it could do.

This guarantee was that the mill will effect a positive saving of one-third in power, or an increase of one-third in capacity with the same power. The Monarch Ball Bearing Attrition Mill has now been on the market for a year under this guarantee and it is enough to say that the company has had a hard time keeping up with the demand for it. It is stated further that, in many cases, the mill has actually exceeded the guarantee.

Four leading features the makers claim for this mill: First, the guaranteed saving of one-third in power; second, impossibility of the mill's getting out of tram; third, dust proof bearings, absolutely true and guaranteed for one year; fourth, all parts interchangeable.

The company also calls attention to the profit-



MONARCH BALL-BEARING ATTRITION MILL.

producing feature of the Monarch Ball Bearing Attrition Mill. There are many instances in which the grain dealer finds competition strong and profits close in feed grinding. In such cases every little item counts, and if the grain dealer can cut down his power cost in feed grinding it is no inconsiderable matter.

Sprout, Waldron & Company invite grain dealers who are interested in this mill to confer with them on their feed grinding question. The company will be pleased to give full particulars on the Monarch Ball Bearing Attrition Mill to all who will write to them at their main offices at Muncy, Pa.

## THE "ALLOWANCES" CASE.

The celebrated "Peavey Case," involving the legality of the "elevator allowance," which had been before the Interstate Commerce Commission for several years and which that body finally passed on up to the United States courts as a problem beyond their power to find a solution for, has at last reached the Supreme Court of the United States on appeal. The case, it will be remembered, originated in a contract made by F. H. Peavey & Co. with the Union Pacific, by which the former should build and operate an elevator at the Omaha-Council Bluffs terminal of that road for the purpose of handling the grain arriving there over the U. P. road, for the unloading of which Peavey & Co. were paid a certain sum in cash per car. Out of this contract necessarily originated the "elevator allowance" that afterward became general at terminals east and west.

When the allowance was attacked as a discrimination in favor of Peavey & Co. and all other elevator operators to whom the allowance was paid, the Commerce Commission decided that while the allowance was calculated to lead to undue discriminations and preferences, they still had no power



to set it aside, on the ground that the U. P. was legally at liberty to employ any one to "transfer" grain from its cars instead of operating its own transfer facilities. Upon a rehearing the commission determined that the allowance was an undue discrimination and directed the railroad companies first to reduce the amount paid and later to discontinue the practice.

The Union Pacific Railroad and all the elevator interests enjoying the allowance benefits resisted this order of the Commission and brought suit to enjoin it. The United States Circuit Court set aside the order of the Commission and the latter appealed to the Supreme Court before whom the case appeared on October 13, when P. J. Farrell made the oral argument for the Commission in opposition to the allowance. One point made by Mr. Farrell was that the allowances are now made by railroads only when the elevation takes place at Missouri River.

Mr. Farrell explained to the court that shippers of grain from Kansas and other Western States to points on the Mississippi River pay exactly the same rate of freight whether their grain is "elevated" at Missouri River points or not. He contended that with rates the same the allowance to shippers having the elevation service performed is a discrimination against those who did not; and he denied that the Hepburn Rate law authorizes payment for the elevation service.

On November 13 the Court decided that the "allowances" are legal and that the Commission has no power to order them discontinued, but the order reducing the allowance stands.

[By Permission.]

## OBJECTIONS TO THE UNIFORM BILL OF LADING.

BY J. C. LINCOLN.

Commissioner Merchants' Exchange, St. Louis, Mo.

The form of receipt, or contract, upon which carriers receive property for transportation continues to be a vexed question, on the part of the shipping public. In the preparation of former receipts or contracts most traffic men were not conversant with the bill of lading laws of the several states through which their lines operate, and in making up their forms proceeded in a rather haphazard fashion, being guided indirectly by the advice of counsel and the points developed through their freight-claim departments. The legal department, in conjunction with the freight-claim department, had incorporated therein all the exemptions that could by any means be construed as permissible and in some cases incorporated as a part of the bill of lading findings of law made by inferior courts which would not stand the test of higher courts, relying upon the conditions contained in the contract to relieve them of their obligations.

The terms of the bill of lading have been confusing, conflicting and misunderstood, and in many cases, except with those who were thoroughly initiated as to their rights, have been used as a basis upon which claims were declined. We, therefore, in the consideration of this bill of lading question, should take into account the various forms of bills of lading in use in the past; the extended controversies of shippers on the one hand and the carriers on the other, as to the terms of the bill of lading; and, finally, the fact that the present bill of lading (the Uniform) bears a semi-judicial approval.

The present bill of lading is the outgrowth of a controversy originating in Official Classification Territory in 1904, at which time complaints were being filed with the Interstate Commerce Commission. Resulting from these complaints, upon suggestion of the Commission, a joint committee of shippers and carriers was appointed for the purpose of formulating a bill of lading, the report of their conclusions to be submitted to the Commission for its approval. It was understood that when the terms and conditions that should be incorporated in a bill of lading were agreed upon an effort should be made to secure a Federal statute giving such bill of lading legal effect. Growing out of these negotiations, extending through a period

of almost three years, the Uniform Bill of Lading Committee presented its recommendation to the Commerce Commission. The Commission, in order to give all parties in interest an opportunity to be heard, set the case down for hearing at Washington in October, 1907. Subsequent to that October hearing there were informal conferences and correspondence with the Commission and with interested parties, with the result that the present form was recommended and approved by the Commission.

It is well to take note of the language employed by the Commission in rendering their opinion and recommending to the carriers and the public the general adoption of the bill of lading proposed:

Nor do we undertake to prescribe this bill of lading, nor to order its adoption, because we are convinced that such an order would exceed our authority. Moreover the situation makes no demand for a positive direction.

It is not claimed to be perfect, and experience may develop the need for further modification.

It is, of course, more or less a compromise between opposing interests; because on the one hand it imposes obligations of an important character, which carriers have not heretofore assumed; and on the other hand it retains exemptions to which some shippers may object and perhaps not without substantial reason. As we are advised, it is in some respects less favorable to the shipper than the local laws or regulations of one or more states; but it is more favorable to the shipper than the local laws or regulations of most of the states.

Such changes as have been made, and they are quite numerous, have all been in the direction of greater simplicity, and are all believed to be in the interest of the shipping public.

The results of practical operation may disclose defects not at present perceived, and further adjudications by the courts may require a change in some of its provisions; but we believe it should be given an honest trial, and are strongly of the opinion that it will be found fairly suited to the practical needs of the business community. If it proves otherwise under the test of experience, the Commission will exercise its corrective authority as to any matter within its jurisdiction.

It should be distinctly understood that this approval does not imply acceptance by the Commission of any construction of the Carmack amendment at variance with its apparent purpose and intent, nor will the general recommendation now made preclude the Commission from passing independent judgment upon any provision in this bill of lading which may be drawn in question in further proceedings.

Quoting the Honorable Martin A. Knapp, then chairman of the Interstate Commerce Commission:

We have the Federal law and we have the laws of forty-six states. I do not know of any subject of commercial importance upon which there is such a great variety of judicial decisions or greater conflict of authority than upon the question of carriers' liability.

The relations between carrier and shipper should be well defined by law; and, as the great bulk of our traffic is interstate, our laws as to bills of lading, if it is possible to accomplish it, should be made uniform throughout the states. If this can be accomplished, the bill of lading can be rid of unnecessary terms and conditions and their incorporation in bills of lading would be unnecessary.

In 1905 the Commissioners on Uniform State Laws employed Professor Samuel Williston of the Harvard Law School to prepare an act to make uniform the law of bills of lading. His first draft was submitted to the Committee on Commercial Law in August, 1906, after many conferences with shippers, bankers and carriers. The official draft was adopted in August, 1909, and will be recommended to the various state legislatures for enactment. This has been accomplished in a number of the states, and all shippers should unite in their effort to make the law universal in all the states, as this act gives to bills of lading a competent legal standing and would bring about that uniformity in the handling of bills of lading so much desired.

There should also be enacted by Congress a Federal statute pertaining to bills of lading used in interstate commerce.

In view of the above facts, and with the desire to co-operate with the Commerce Commission in its recommendations, the National Industrial Traffic League long ago suggested that shippers accept under protest the uniform bill of lading, it being

understood that negotiations should be continued for the purpose of eliminating from the bill of lading its objectionable features and thus bring about the simple form for which we are all striving.

The Commission, in rendering its opinion and recommendation, has very clearly stated that it reserves to itself the right to exercise its corrective authority and to pass independent judgment upon any provision in the bill of lading which may be drawn into question; but the Commission did ask that shippers give it a fair trial for the purpose of developing the merits or demerits of the bill of lading.

It is a matter for congratulation that the Uniform Bill of Lading Committee, together with the Interstate Commerce Commission, so happily conceived a form that upon the whole has given such general satisfaction and which was so great an improvement over the old conditions.

It is not surprising that some defects should develop in the original scheme, but with the authority that has been conferred on the Commission under the new law a medium for prompt correction of unjust conditions has been provided.

The National Industrial Traffic League has appointed a committee—upon which representation has been given to the grain trade—to open negotiations with the carriers with the view of reconciling the differences which have arisen between shippers and carriers respecting the terms of the present bill of lading, and effort will be made to agree upon the modifications sought, with the end in view that suitable recommendations may be made to the Interstate Commerce Commission for approval, and these recommendations will also contemplate the adoption of a "Standard-Uniform" bill of lading to be used throughout the country.

I assume that if shippers and carriers cannot agree, and the importance of the situation demands, an appeal will then be made to the Interstate Commerce Commission, who now have jurisdiction as to bills of lading.

### BILL OF LADING CONDITIONS.

Upon the whole the conditions provided for in the bill of lading are but a repetition of common law and statute obligations of the carriers, which, whether incorporated in the bill of lading or left out, would not change the status of either carrier or shipper. Their incorporation is a matter of information to the shipper, which should be beneficial rather than harmful. It is unfortunate that in the preparation of the bill of lading a representative of the grain interests was not a member of the Uniform Bill of Lading Committee, for I find that the principal objections raised against the terms of the bill are by the grain trade. Among these objections are the following:

#### NATURAL SHRINKAGE.

Section I, Paragraph 2, contains the following: "No carrier . . . shall be liable for any loss . . . caused by natural shrinkage."

It must be conceded that under the common law, if there is a natural shrinkage, carriers cannot be held responsible therefor. This provision in the bill of lading can not, therefore, be objectionable, except as it may be construed by carriers' representatives. We do not concede that there necessarily does occur a "natural shrinkage" in the transportation of grain; that if there is a "natural shrinkage," it is a matter of proof. We contend that there is no authority, under the law or under the terms of the bill of lading itself, for the carrier in case of a claim for loss of grain or for difference in weight to make an arbitrary deduction for natural shrinkage. The evil of this paragraph in the bill of lading lies in the fact that some of the carriers are assuming that a natural shrinkage does occur and are making an arbitrary deduction on that account. It should be the grain shippers' contention, in case of claim for loss of grain, that where an arbitrary deduction is made by the carrier for alleged "natural shrinkage," to refuse to accept such deduction from their claim but to require proof that shrinkage did occur in transit. I can see no objection to the term contained in the bill of lading but only to the manner in which it is executed.



## DISCREPANCIES IN WEIGHTS.

Section 1, Paragraph 2, contains the following: "No carrier . . . shall be liable for any loss . . . caused by discrepancies in elevator weights."

It is a matter of common law that when no grain is lost in transit the carrier cannot be held responsible for discrepancies between elevator weights where such discrepancies occur by reason of scales being out of balance. The condition, however, as contained in the bill of lading, is misleading and uncertain as to intent, is unnecessary and should be eliminated. With the present language in the bill of lading, the over-zealous freight claim agent may decline claims for discrepancies in elevator weights, pointing out the terms of the bill of lading under which the shipment was made, although the discrepancy may have been occasioned by an actual loss of grain.

The carrier, under Section 20 of the interstate commerce act, is responsible for loss of grain in transit, and a necessary incident to the establishment of proof of loss is the elevator certificate, a proof that is invariably demanded by carrier.

Where properly attested weights are secured at point of origin and point of delivery, the difference in weight furnishes *prima facie* proof of the loss of grain in transit, for which the carrier is responsible, and it has been held by the courts that the burden to prove freedom from negligence rests with the carrier.

Section 3, Paragraph 2, provides the following:

The amount of any loss or damage for which any carrier is liable shall be computed on the basis of the value of the property (being the *bona fide* invoice price, if any, to the consignee, including the freight charges, if prepaid) at the place and time of shipment under this bill of lading, unless a lower value has been represented in writing by the shipper or has been agreed upon or is determined by the classification or tariffs upon which the rate is based, in any of which events such lower value shall be the maximum amount to govern such computation, whether or not such loss or damage occurs from negligence.

This is, indeed, a difficult condition with which to deal. Conflicting court decisions have been rendered on the question of value. With the great bulk of business handled, such as merchandise and staple articles of trade, the invoice price is a proper basis upon which to make settlement, and that has been very generally recognized and adopted as a basis for settlement; but you gentlemen engaged in the grain trade know that where you contract for delivery for a certain amount of grain at a specified price, in the event the grain is destroyed, you will be compelled to fill your contract, even though the market price may be higher than that upon which the sale was made. The damage to you as a shipper is not represented by the original value but by the value at which you will be compelled to make replacement. We contend that the amount of any loss of or damage to grain for which carrier is liable should be computed on basis of the value of the property.

## TIME FOR FILING CLAIMS FOR LOSS.

Section 3, Paragraph 3, provides as follows:

Claims for loss, damage or delay must be made in writing to the carrier at the point of delivery or at the point of origin within four months after delivery of the property, or, in case of failure to make delivery, then within four months after a reasonable time for delivery has elapsed. Unless claims are so made the carrier shall not be liable.

This condition in the bill of lading undertakes to limit the liability of the carrier; and we believe that it is not only contrary to law (the statute of limitations within which an injured party may recover damages), but we hold that it is also contrary to the provision of Section 20 of the interstate commerce act which provides that a carrier shall be liable for any loss, damage or injury, and "no contract, receipt, rule or regulation shall exempt such common carrier from liability."

We admit that claims for loss, damage or delay should be presented promptly in order that proof may be made when the facts are fresh; but we do not believe that the shipper should be required, as per the terms of the bill of lading, to file his claims with the forwarding or delivery agent,

where valuable papers involving the recovery of money may be lost; but instead the shipper should be permitted to file his claim with the official representatives of the receiving or delivering line, as all roads have well equipped freight-claim departments in charge of an official head and representative officials in charge of their traffic departments through whom better and quicker results should be obtained.

It is just such a condition as provided for in the foregoing which creates prejudice against the carriers and a resort to further legislation. If, under this provision, the carriers can outlaw claims at the end of four months, they can expect retaliatory measures on the part of the shipping public by the demand for the enactment of a law compelling payment by carriers of all just claims within a period of four months, with a penalty for deferred payments.

## DELIVERY TO PUBLIC ELEVATOR.

Section 4 provides as follows:

Grain in bulk consigned to a point where there is a railroad, public or licensed elevator, may, unless otherwise expressly noted herein (and then if it is not promptly unloaded), be there delivered and placed with other grain of the same kind and grade without respect to ownership; and if so delivered shall be subject to a lien for elevator charges in addition to all other charges hereunder.

No provision is made in this paragraph—although by inference it is provided for in the section fol-

lowing—reported on the official bulletin of the railroads to the Grain and Flour Exchange. This is an order of the railroads and the liability of expense due to car service can only be overcome by shippers instructing the railroad companies to bulletin all cars arriving in their names and billing cars inspection permitted. An order addressed to T. J. Walters, chairman Pittsburgh Freight Committee, and mailed to O. C. Alexander, superintendent, care of the Grain and Flour Exchange, will receive attention and will overcome the trouble.

## HOUSE AT WILLSHIRE, OHIO.

The elevator of the picture is one of the many practical small elevators that the Burrell Engineering and Construction Company is building in so many towns of the grain states of the Middle West. This house, which belongs to the Willshire Milling Co., at Willshire, O., was built in the winter of 1908-9 to replace a mill and elevator belonging to this company which was burned on August 27, 1908. The elevator was opened for business on February 1, 1909.

It is located on the Clover Leaf System and consists of main building and annex used for milling and storage purposes. The elevator's capacity for small grain is about 20,000 bushels, and is equipped with two dumps, three drag conveyors, U. S. Corn



WILLSHIRE MILLING CO.'S PLANT, WILLSHIRE, OHIO.

lowing—for notice of arrival and 48 hours' time in which to give disposition instructions before delivery to railroad, public or licensed elevator. While we believe the section following would apply, question has been raised so that in order to avoid any misunderstanding the paragraph should be corrected.

There are other features of the bill,—namely, the contract feature, and loss or damage by fire while the company is acting as warehouse man,—that are purely legal and will, no doubt, have to be passed upon by the courts.

## FEDERAL LAW RELATING TO BILLS OF LADING.

There should be enacted by the Federal Government a law pertaining to bills of lading, particularly "Order" bills of lading, as to their issuance and surrender on "order" consignments, and the negotiability of same.

A bill pending in the last Congress, and which has been introduced in the present Congress, known as the "Stevens Bill," should receive the cordial support of the shipping public, and with some slight changes,—if the recommendations presented to the Senate Committee can be adopted,—should prove fairly satisfactory to both shippers and carriers.

An active committee representing the various commercial organizations throughout the country is in charge of this proposed legislation, and will endeavor to get the facts before the proper committees at Washington.

Cars billed to Pittsburgh, Pa., and consigned to others than members of that Exchange are not

Sheller, Monitor Combined Cleaner, rope-drive power transmission, etc. The whole costing about \$14,000.

The Willshire Milling Co. manufacturing and deal in flour and mill feeds, ship grain, seeds, hay and straw and deal in salt, coal, etc.

## PENNSYLVANIA TO ERECT TERMINAL ELEVATOR.

The Pennsylvania Railroad announced on Nov. 9 that it will immediately start the erection of an elevator at Girard Point, on the Delaware River, in the port of Philadelphia. For years the grain interests of Philadelphia have been urging the railroad to improve the grain handling facilities of the port, but until recently the Pennsylvania people have avoided committing themselves upon the subject. When one of the elevators at Girard Point was demolished some time ago, the situation became acute, and the railroad realized that the facilities for the handling of grain were cramped. Until the new elevator is finished the Company will use one of the abandoned elevators at Girard Point, and will immediately remodel the old house and install cleaners and dryers.

The new elevator will be of concrete construction, with concrete bins and up-to-date machinery, and will cost approximately \$1,000,000. The railroad has asked the co-operation of the Commercial Exchange to insure the erection of a complete, modern structure with all necessary equipment. The present insurance rates on grain stored in the wooden Girard Point Elevator costs 1½ to 2¾ per cent, and in the new elevator but ½ of 1 per cent.



[For the "American Elevator and Grain Trade."]  
**THE BARLEY AND MALT EXHIBITS AT CHICAGO.**

BY JULIAN KUNE.

The American Exposition of Brewing Machinery, Materials and Products, being the second of its kind held in the world, intended to demonstrate to the general public the intimate, vital connection of the brewing industry with other important trades, industries and occupations, especially with agriculture, was held in the Coliseum, Chicago, lasting from October 12 to October 22, inclusive. Notwithstanding the biased opinions of the opponents of the brewing industry, it must be conceded that the Exposition, as seen from an agricultural point of view, was a great success. It was, indeed, the greatest Exposition of its kind ever held in this country, or perhaps in any country.

Before entering into a detailed account of the barley, malt and corn exhibits, which is the main purpose of this article, I shall briefly refer to some of the artistic features of the various brewers' exhibits which made the basement of the Coliseum look like a fairy land.

Most of the breweries of Chicago, Milwaukee and neighboring towns were represented there, some by highly decorated grottos with King Gambrinus standing in his chariot, furiously driving a pair of spirited steeds; while others had immense rotating globes, indicating the universal demand for this or that brewery's products; while still another was represented by Swiss mountain scenery and the Alps; and one had its golden drops hanging from the golden ceiling of its grotto. There were many others of equal interest, which, however, lack of space prevents my describing.

While admiring these grottos, I came across a very interesting relic of our martyred President, Abraham Lincoln. It was the bond executed by him and his partners upon which was granted a license to keep a tavern in the town of New Salem, Illinois, in 1833. The bond was for \$300 and the text closed as follows: "Now, if the said Berry and Lincoln shall be of good behavior and observe all laws of the state relative to tavern keeping, then this obligation to be void, otherwise will remain in full force." The document bears the well-known signature of Abraham Lincoln and those of his partners. I could not learn how this document found its way into the brewers' exposition, nor whether it was original or a mechanical copy of the original.

THE BARLEY EXHIBITS.

Having been identified for the major portion of my life with the barley trade, I was more interested in the barley exhibits than in anything else. There was barley from all over this country and some from Canada and other foreign countries. Of all the barley exhibits, however, that which attracted most of my attention was the one of the Wisconsin Agricultural Experiment Station.

This institution, located at Madison, Wisconsin, has, through its competent faculty of professors, made Wisconsin the best barley producing state of the country. The experiments as conducted by this station have proved that the barley crop of this country may be improved, both as to yield and quality, limited only by the care with which the selection of the seed and the cultivation, as well as the harvesting of the crop, are made. On examining the tables of the Wisconsin Experiment Station's exhibit, one could not but wonder at what the systematic course of disseminating select and pedigreed barley seed has done for the state of Wisconsin during the short space of twelve years intervening since the station was established, and one also begins to understand why Wisconsin now raises one-eighth of all the barley grown in the United States. We can hardly imagine what strides the growing of barley all over the States shall have made within the next decade, if the Wisconsin Experiment Station's system shall generally be adopted by all growers of barley.

The estimated crop of Wisconsin during 1910 was in the neighborhood of 24,000,000 bushels, most of which was raised in but seven counties—namely:

Dodge, Washington, Ozaukee, Fond du Lac, Sheboygan, Manitowoc and Calumet. What will the total yield be of the state when nearly all the counties shall sow the improved barley seed? It is certainly not exaggerating to say that it might be put to 100,000,000 bushels in Wisconsin alone, and at least at eight times that much in all the barley growing states of the Union.

A SCIENTIFIC METHOD OF BARLEY IMPROVEMENT.

The object of the Wisconsin Agricultural Experiment Station is primarily to select the best seeds of Oderbrucker, Manshury, Silver King, and Golden Queen varieties, and after having scientifically tested them disseminate them among a number of the graduates of the Agricultural College, who in turn distribute these pedigree seeds among the farmers who apply for them, thus gradually extending the area in which the selected and pedigreed barley is to be cultivated. As the farmers become convinced of the superiority of the select and pedigreed barley, the common varieties will be abandoned; so that the time is not far off when nothing but the pedigreed barley will be sown all over this broad land.

When all the barley raising states shall have abandoned the sowing of the common varieties and

California showed some fair samples of Chevalier, though they were not as bright as usual. One of the surprises to me was a sample of two-rowed barley coming from McHenry County, Illinois. Its brightness and plumpness put into the shade every other sample of two-rowed barley exhibited. It was of the Oderbrucker variety. California had also a large exhibit of Bay Brewing which was fairly bright but not very plump. Judging from the samples exhibited, the bulk of the California crop is a mixed one, partly bright and partly dark; the former has been largely sold to maltsters and brewers of the country east of the Rockies, because of the scarcity of good malting grades in the Middle Western States, and also because of the excessive price our Middle Western barley has commanded. For the first time within my memory, California barley—that is, the Bay Brewing—could be laid down in Chicago and New York for the same and in some cases for less money than our Wisconsin and Minnesota barley. Of course, I refer to choice malting barley. The demand for this California barley has been so heavy that, according to some authorities, the supply is pretty nearly exhausted and in consequence prices have materially advanced. I remember the time, and that not very



FIRST UNFOLDING OF THE BANNER OF 40TH REGT. INF. ITALIAN ARMY IN TRIPOLI.

instead use the selected and pedigreed barley, then the five Middle Western States—Wisconsin, Minnesota, Iowa and the two Dakotas—will have doubled their present yield, to say nothing of the vast improvement of the intrinsic quality.

Most of the barley exhibited by the Wisconsin Station was of the Oderbrucker variety, which appears to be the best of all the varieties experimented with. In yield it exceeds every other variety by five bushels to the acre, while it is plumper and contains more sugar and other chemical properties which go to the making of the select beer.

One table published by this Experiment Station which is worthy of mention shows that it has been demonstrated by scientific experiment that if all the barley raising farmers, instead of the 1,500 graduates of the Agricultural College, had sown in 1910 the selected Oderbrucker variety instead of the common, \$9,000,000 would have been added to the wealth of the farmers of Wisconsin alone; and if the same course had been followed by all the barley raising farmers of the nation, they would have received \$60,000,000 more for their barley crop.

INDIVIDUAL EXHIBITORS OF BARLEY.

Besides the Wisconsin Experiment Station's exhibit there were individual exhibitors of barley at the Coliseum; but both time and lack of space would exclude my referring to them except very briefly. There were six-rowed Oderbrucker, four-rowed and two-rowed Chevalier, six-rowed bearded and beardless, hullless and black varieties, all of them showing more or less the evidences of one of the worst barley producing years of the past decade.

far back, when the brewers of the country refused to use California malt unmixed with our western malt, as the results never proved satisfactory; but it may be that late chemical investigations and new methods of brewing have changed all these old notions of the brewmasters. As to California's stained and so called feed barley, it always was in a large export demand.

Other exhibits which contributed to the interest of the Exposition consisted of heads of barley and sheafs of barley, malt, clusters of hops, rice from all parts of the world where rice is grown, corn products of every variety, wheat, pitch, varnish, filtermass, lubricating oil and other auxiliary materials pertaining to the brewing trade.

There is no gainsaying it, the Exposition was a revelation to the thousands of the unprejudiced and uninitiated who visited it and was a credit to its prompters, whatever their object may have been in spending money so lavishly in order to make it a success.

SOME WAR SCENES.

War is never a good thing for trade in general, and the Turkish notice that wheat would be contraband of war created a particular hubbub for a day or two. But a nation at war without a fleet is not able to do much damage to trade afloat; and so the Danubian and Russian grain trade which stopped short for the time being rapidly recovered its even tenor.

Our pictures by Traveler Felix J. Koch are



not, however, of grain in transit, but of grain going abroad with the Italian soldiers bound for Tripoli, and are interesting as among the first of their kind printed in this country.

### THE MEN WHO WEIGH.

It is part of the discipline of H. A. Foss, weighmaster of the Chicago Board of Trade, to bring his numerous deputies together at somewhat frequent intervals to "talk shop" for the good of the service; and it is usually the privilege of certain representatives of the interests concerned in the service given by the department to be invited to be present at these meetings and even to take part in the discussion awakened. The most striking impression the layman receives at one of these gatherings is the practical insolubility of all grain weighing problems.

One such meeting was held on the evening of October 31, which was presided over by Mr. Foss, who had Deputy Duncan Boden open the proceedings by pointing out, as he did in a convincing manner, "how shortages affect the shipper, the railroad, the commission merchant and terminal elevator man," the good temper of none of whom is

In one of the grain trade journals some railroad man recently, in complaining about the high percentage of leakage reported by the weighmasters, wrote: "I am told that at some markets the weighmasters use mallets and hammers to pound cars with. I do not believe in that. One can get dribblings of grain out of most any car if he pounds it with a hammer hard enough."

Recently Mr. Foss sent me a letter written by a shipper of grain, in which the shipper complained as follows: "Too frequently you fail to examine cars thoroughly. Each car should be hammered clear around. Special care should be taken to hammer around draw bars and the ends of cars."

Again, the Chicago elevator man frequently complains that we are weighing the grain into his elevator too close. He tells us we are not weighing gold or precious stones. The shippers, on the other hand, complain that we are allowing the elevator man too strong weight.

The vessel man then asks for a conference of Weighing Department employes, and tells us we are not giving good enough weight in loading grain into his vessels that are intended for Montreal. At the same time an elevator man pops up and wants us to explain why this vessel agent's boats are over-running at Buffalo. The next day a railroad official complains that we are "too damned particular" in regard to his track scales—that the scale is in perfect condition and that we had no right to refuse to weigh on it. Then along comes our chief scale inspector and wants to know "why

200 cars transferred from one elevator to another in Chicago. They all showed some shortage—a few very large shortages, the latter quite unaccountable, except on supposition of theft, the minor shortages those that are in fact "natural" and perhaps inevitable.

Space does not permit a full report of an evening's talk that was illuminating if not entirely convincing to the railway men and others present; but a broad hint is contained in the summary by Asst. Weighmaster A. E. Schuyler of the replies of the individual members of the entire force to this question: "What in your opinion could account for excessive variations in weights between country loading points and Chicago?"

It is a noteworthy fact that each deputy in his reply gave it as his opinion that "leakage of grain during transit" is the primary cause for shortages in weight. Next in importance they estimated "inaccuracy" as a reason for apparent shortages; while "theft of grain in transit" was given as the third reason. The following, in the order named—"leakage," "inaccuracy," "theft" and "miscellaneous causes"—are the reasons in detail given for shortages, as taken from the answers to this question.

**Shortage Caused by Leakage.**—Due to defective car equipment; short floor boards; improperly coopered cars; loading cars that are unfit for grain; failure to intelligently line cars with burlap or some other effective lining material, especially when small grains, such as wheat and rye, are being transported; grain lodging behind inside car linings; too much dependence placed upon the outside sheathings; unnecessarily rough handling of cars by railroads; gravity switching tracks; failure of railroads to make grain tight belt rails, which makes it very difficult to prepare cars for grain so that they will not leak when the sheathings become loose; leakage, the evidence of which is eliminated by repairs to cars during transit; nails and spikes in the door posts, thereby preventing tight junctions at grain doors and door posts; rough treatment accorded cars during the loading of lump coal at mines; racking of cars and the breaking of end posts caused by the shifting of lumber; improperly installed grain doors; the use of grain doors of single thickness; loading cars far beyond their capacity.

**Shortage Due to Inaccuracy.**—Indifferent and careless weighing at country points; inadequate weighing and loading facilities at initial shipping points; small scales, necessitating very many draughts to each carload; improperly set, improperly handled and improperly cared-for automatic scales, and the failure of the users to make frequent weighing tests during the weighing of each carload; automatic scales set in cupolas of elevators where the feed is liable to be intermittent and where the scale is seldom examined by the operator; failure of country shippers to have their scales properly tested; misplacement of grain weighed on wagon scales on different days, that is, put into elevator bins, and, upon the accumulation of enough for shipment, loaded into cars without being reweighed; excessive handling of grain after weighing between scale and car at loading points; estimating unscientifically the quantities loaded, i. e., using a measure standard without regard to the kind and density of the grain; lack of check weighing facilities at initial loading points; loading grain from wagons into cars for which it is not intended, especially when several farmers are delivering grain that is being loaded into two or more cars at the same time; even-weight draughts, i. e., weighing draughts of the same amount in succession, which increases the possibility of missing a draught, or registering one not weighed; style and location of equipment at country loading points that necessitates the running of all grain, house grain and outgoing grain, through the same elevating leg, which, when interruptions occur on account of receiving grain into the elevator during the loading of a car, often causes grain intended for such car to be delivered to house bins. Similarly can many over-runs be accounted for.

**Shortages Due to Theft of Grain during Transit.**—Stealing grain from cars, which is aggravated by the use of duplicately numbered seals; inadequate watching protection; grain thefts at country towns and also at junction points en route. Mention in some replies was also made of the fact that recently evidences of stealing grain from cars by boring holes through the floors had come to the attention of some of our boys. Another report read: "Only a few days ago, at Cragin, boys were discovered in the act of prying loose the side sheathings of a car with brake-shoe keys, and the sheathings were kept apart from the side sill by these keys while running the grain into sacks. Afterwards the boys stuffed the cracks at the sheathings with paper. On another car," the report continues, "they took the brake-shoe keys and spread the sheathings at the end and stole grain through the crack thus made."

**Miscellaneous Causes for Shortage.**—Failure to



ITALIAN SOLDIERS WITH SACKS OF GRAIN EMBARKING FOR TRIPOLI.

thereby improved. Deputy Walter Felt gave his views on the question, "Will a grain-tight car solve the shortage question, and would the benefit resulting from making box cars grain-tight justify the expense?" He concluded that a tight car certainly would reduce the leakage; and as the railways now pay annually for loss claims approximately 4 per cent on about \$12,000,000, he ventured the assertion that it would pay.

But lest we should forget that the deputy weighmasters have something coming to them in the way of consideration of their lot, if not commiseration, Deputy Geo. Metcalf explained somewhat concerning what is expected of a Weighing Department employe. In part he said:

The lot of the Weighing Department employe may be just a little harder than that experienced by others; he may have to take uncomplainingly just a little more cussing than some; he may have to turn out in the morning an hour or two earlier than the average grain man; he may work just a little later; and he may spend a large part of his evening writing letters trying to convince some shipper that a thirty-three-foot, 60,000-lb. capacity car did not contain 80,000 pounds of oats; his lungs may be full of some of the "natural shrinkage" of which railroad men speak, but otherwise he is very much like other human beings, the only difference being that more is expected of a Weighing Department employe than of other individuals—he has more interests to please and he has a harder time pleasing them.

A real up-to-date deputy weighman, at least so far as the Chicago Weighing Department is concerned, must be a car inspector, a scale expert, an elevator man, a grain estimator, a mathematician, a penman, a correspondent, an orator and a detective.

in hell we did not condemn the scale two or three days before we did." Then an elevator foreman kicks because we are making him clean out the cars unnecessarily clean; and the next mail brings a complaint from Mr. Miller of the Grain Shippers' Protective Association to the effect that the cars are not being swept clean enough. At the same time that the elevator man wants us to explain why his elevator is short, the shipper in the West and the buyer in the East are asking us to explain why their cars are falling short. The railroad man in his turn wants to know why we reported a certain car leaking, which caused him to pay a claim; while the shipper, on the other hand, wants to know why we did not report a leakage so he could make the railroad man pay a claim. And so it goes.

But we are calloused, each and every one of us. We just go down the middle of the road reporting the facts as we find them and enforcing the regulations adopted for our guidance, oblivious of the wailings of those who want just a little the best of every deal. My experience shows that one makes the most friends in the weighing business by recording the cold, unadulterated facts, irrespective of whom they hit or who may benefit thereby.

An instance that occurred some years ago, which I call to mind, illustrates this point very clearly. An elevator superintendent who objected to a certain deputy weighman being so particular in enforcing the Weighing Department rules, told that weighman that if he persisted in being so damned particular he would have him fired; but later, when the said superintendent needed a foreman, he employed that very deputy weighman, and when he offered him the position he said: "If you work for me as intelligently and as faithfully as you have worked for the weighmaster, your services will be entirely satisfactory."

Then Deputy Geo. LeBeau gave his experience watching the performances as to weights of nearly



pick up spills that occur during the loading of cars; leaking car spouts; moisture and heat in grain; leaking gurners; knocking off grain door boards when inspecting and sampling grain.

Several deputies answering the question said: "Barring bad-order cars, inasmuch as the shippers' weights sent us are less than the Chicago weights as often as they are more than the Chicago weights, it would seem that a great deal of the trouble is caused at country loading points."

One deputy, in answer to the question, What causes shortage? said: "That is what I would like to know. The farmer claims his wagonloads go short when he sells his grain to the country shipper; the country shipper, in turn, claims his elevator falls short and also that his cars are short in weight; every Chicago elevator man is hollering that his house is short; the vessel man, too, doesn't sleep nights on account of his shortages; and the man down East kicks about shortages. The railroads, for their part, will swear they did not lose any of the grain. Where in thunder does it all go to, anyway?"

Another deputy wrote: "I think it would be almost remarkable, even if the car equipment was what it ought to be, which it is not, and even if cars were carefully prepared with burlap lining; and even if no theft of grain occurred during transit; and even if there was no 'natural shrinkage' that you hear so much about; and even if everyone was honest—I say it would be almost remarkable if we did not have shortages. For just consider the varied duties of the average country elevator toleman or operator. First, he buys his grain and weighs it on his wagon scale, and he may have a dozen farmers to look after, all at the same time, and he is expected to do a certain amount of 'gassing' with each farmer. Then he attends to the dumping of the grain; he does his own spout shifting; he coopers his own cars; he does his own trimming; he does his own oiling; he looks after his shipping scales and his shipping weights; he may have a cleaning machine or two to watch; he is his own engineer and fireman; and he has his own troubles, too many to mention. Is it any wonder, then, that he doesn't always follow in detail Mr. Foss' sixteen instructions on car cooping and burlap lining? Is it any wonder, then, that he does not follow to the letter Mr. Foss' 'Helpful Hints for Wide-Awake Weighmen,' which are only eighteen in number? I have nothing but sympathy for that poor 'son-of-a-gun,' even if he doesn't read the 113 pages of good advice given in our 'Shippers' Manual.'"

Another deputy wrote: "There are so many causes for shortage, real and fancied, that I would want to take a week off to name them all. If you will take any 10,000 cars that come to Chicago, and weigh them first on a railroad track scale, then on a large hopper scale, and then on an automatic scale, and if your three weighings for each car practically agree, you will still have your troubles trying to convince some one that the cars were correctly weighed."

One deputy wrote: "To sum it all up, the primary causes for shortages are four in number, as follows: (1) Leakage in transit; (2) inaccuracy; (3) theft of grain from cars during transit; and (4) loss in weight on account of wet and heating grain."

Another deputy wrote: "Shortages will occur in spite of the devil."

And there you have it—the "law and the prophets" of the Weighing Department on shortages; but only the faintest whisper that there is such a thing as an "over-run."

### THE FLAX CROP.

The Minneapolis Market Record has received from its correspondents in Minnesota, North and South Dakota estimates of the flax yield of these states for 1911 which make the yield of Minnesota 3,256,000 bus., South Dakota 4,468,000 and North Dakota 11,758,000 bus., together giving the total of 19,482,000 bus., provided it were all saved as merchantable seed. It is, however, now appreciated that damaging conditions have affected it, but to what extent is not understood; but that it will reduce the quantity to be merchantable is undoubted.

New York claimed that there had been several lots of Argentine flax seed bought for January shipment to the United States at prices 10 to 15c. under those prevailing in this country, including the duty of 25c. a bus. Offerings are said to be liberal, due to the good crop prospects.

S. S. King, deputy state grain inspector of Washington for many years, ridicules the newspaper statement that the Washington farmers' loss from

smutty wheat is \$7,000,000 annually—\$700,000 would be nearer the maximum. But even that amount justifies the anti-smut campaign in progress in that state.

### WOLF TWO-PAIR-HIGH FEED MILL.

It is said that George T. Smith was one of the best stone dressers of his day. And that isn't so very long ago; for George T. Smith is still building mills, or was, up to a short time ago. But the stone dresser's occupation has gone; except, of course, in some places, for there are still a good many stone or burr mills running on special work, and for these the stonedresser and his pick and elbow rest are still needed.

The two and three-pair-high roller mills for grinding corn, oats, beans, peas, etc., have largely replaced the old-fashioned mill stones. Not only is the ground product better but the grinding is done more economically and with less power. Our illustration shows the Wolf Two-Pair-High Roller Mill, as used for moderate capacity and medium fine



WOLF TWO-PAIR HIGH FEED MILL.

grinding, while the three-pair-high mills are for larger capacity and finer grinding.

The mill is built convertible, with rigid and spring grinding adjustment, collar-oiling and ball bearings, and can be converted into a three-pair-high by simply adding a top section containing a third pair of rolls. It is furnished with either full belt-drive, as illustrated, or belt for fast side and gears for slow side. The manufacturers are the Wolf Co. of Chambersburg, Pa., one of the best known of the mill building and grain elevator equipment houses in the Eastern territory, with branches in all sections of the country.

### INSPECTION MATTERS.

The Western Grain Standards Board of Canada met at Winnipeg on October 25 to establish the commercial standards for the season. This duty has been delayed by the difficulty of obtaining type samples from the country. The only change made was in Nos. 4, 5 and 6 wheat, which were slightly lowered. No additional grade of feed wheat was made, and wheat not fit to be classed as straight "feed" will be taken care of in the 5 and 6 grades.

During early October the grain men of Kansas had their lawyer and Secretary Smiley in Chicago and Omaha to take testimony in regard to the cost of inspecting grain in those markets. On returning home, the investigators gave out the informa-

tion to the press that "grain inspection costs more when conducted by the state, as is done in Kansas, than when conducted by private inspectors." In Kansas inspection cost 80c per car, in Chicago 50c, and in Omaha (Exchange inspection) only 40c.

On October 7 Gov. McGovern of Wisconsin appointed Ray J. Nye to be a member of the Wisconsin Grain and Warehouse Commission to succeed H. A. Johnson, who has been a member since the Commission was organized, the new term being for the balance of the term expiring on February 1, 1914. According to the local press, Mr. Nye "is a progressive Republican and in close touch with the administration." The appointment was resented by the Board of Trade as unwise and a mistake, although not on personal but purely technical grounds. On October 23 the new Commission organized by electing J. E. Kernan chairman, and W. H. Compton secretary-treasurer. Mr. Nye looks on. On November 6 proceedings of ouster against Mr. Nye were started at Superior by H. A. Johnson, former commissioner, whom Nye succeeded on the ground that Nye is ineligible because the salary of

the office was increased while he was a member of the state legislature.

The Utah Millers' and Grain Dealers' Association, at a meeting held at Salt Lake, voted to create a system of state inspection of domestic and imported grain.

New Orleans has revised the Board of Trade inspection rules for grain.

Warehousemen at Tacoma who have hitherto refused to permit grain and hay to be inspected that was shipped by them to themselves, have changed front, and have notified the Public Service Commission that they will allow the inspectors to examine all hay and grain, the bill of lading for which does not contain the notation, "not subject to terminal inspection or weight and grade." Apparently the warehousemen do not intend to put themselves in position where the Commission might sue them for penalties under the law which provides for the inspection of all hay and grain when the bill of lading does not specifically state that it is not to be inspected.

Canadian grain elevators are now filled with grain and the movement slow for want of cars.

The first car of strictly new corn, grading as good as No. 3 was received at Chicago on November 1, consigned to Pope & Eckhardt Co., from Stanford, Ill.



[For the "American Elevator and Grain Trade."]

## THE CORN OUTLOOK.

BY F. S. RUTHERFORD.

Far Russia sends a doleful tale of damage to her corn crop;  
Hungary, with her tale of woe, pulls out another "bear" prop;  
Argentina, chief competitor of Uncle Sam's corn raisers,  
Has not a peck of corn to spare—so say the crop appraisers.

United States had drouth and heat that hurt the crop right badly,  
That caused the festive "bear" to frown and walk about so sadly;  
The drouth has changed to very wet, preventing corn's maturing,  
And making it to rot and sprout—short side is not alluring.

The farmer cannot haul his corn for shipment to the station;  
Receipts so small at primary points is causing much vexation;  
The sharp and hungry cash demand presages more advances;  
The "bears" and "bulls" have different thoughts, have different kinds of dances.

The fall, it has been very wet, few dry spells interspersing;  
The corn will rot, will sprout and mould, with "bears" the floor traversing.  
Of corn 'twill grade there won't be much when passed through all its stages,  
In quality 'twill be far worse than marketed for ages.  
St. Louis.

## COMMUNICATED

[We invite correspondence from everyone in any way interested in the grain trade on all topics connected therewith. We wish to see a general exchange of opinion on all subjects which pertain to the interest of the trade at large, or any branch of it.]

### CORN IN KNOX COUNTY, IND.

*Editor American Elevator and Grain Trade:* Corn will be better in this part of the county than was expected. The early September rains helped corn to some extent; but on the other hand it softened the ground and the wind blew quite a little of it down, which we fear has caused quite a lot of damaged corn. The September rains were so heavy as to cause water to stand up over the down ears on all low ground.

Yours respectfully,

F. J. TOWNSLEY ELEVATOR CO.

Emerson, Ind.

### NEW BEAN ELEVATOR COMPLETED.

*Editor American Elevator and Grain Trade:* We are just completing a new bean elevator, 28x32 ft. in size, with 20-ft. bins, that will be one of the best equipped elevators in this state. We have 16 bins holding 750 bushels each and can take in 300 bushels of beans per hour on our new cleaner. We are also installing a 40-horsepower steam boiler and 25-horsepower engine and will heat the building with steam.

This town last year shipped out of this state over 170 carloads of beans, and of this amount we shipped 80 cars. We expect to handle about 150 cars of hay also this season.

Yours truly,

THE FARM PRODUCE CO.

Cass City, Mich.

F. E. Kelsey.

### NEW ELEVATOR AT BAY CITY, WIS.

*Editor American Elevator and Grain Trade:* We notice in your issue of October 15 that you say M. Larson & Sons are erecting an elevator at Stockholm, Wis. This is an error. They are erecting only an office, in which they will conduct their grain business.

For ourselves we will say we have just perfected plans and let the contract to T. E. Ibberson, Minne-

apolis, for building an elevator for us at Bay City, Wis. This will be a structure fully up to date, both in construction and machinery. It will be ready for grain in about thirty days.

There is a large territory tributary to Bay City, and we expect to handle a great deal of grain at this point.

Very truly yours,

Stockholm, Wis. C. J. SWANSON & CO.

### HOLDS BOTH RESPONSIBILITIES.

*Editor American Elevator and Grain Trade:* We notice in your issue of October 15 an item as follows:

C. E. Noyes, formerly president of the Stockbridge Elevator Co., Jackson, Mich., is now the manager of the Eldred Mill Co., at Jackson.

One would naturally infer from this item that the writer was no longer president of the Stockbridge Elevator Co., but we wish to advise you that the writer continues in his former capacity as president and general manager of the Stockbridge Elevator Company, as well as taking the new position as president and manager of the Eldred Mill Company.

Very truly yours,

STOCKBRIDGE ELEVATOR CO.

Jackson, Mich.

Per C. E. Noyes.

### HAY ASSOCIATION OF KANSAS CITY.

*Editor American Elevator and Grain Trade:*—In my humble opinion the 1912 convention of the National Hay Association, to be held in Kansas City, Mo., will be one of the largest and best attended we have ever had. I base my opinion on observations made during a visit to that city recently. As a representative of our organization, I attended the annual meeting of the Grain Dealers' National Association, held in the city of Omaha, on October 9-11, and it was one of the largest meetings that association ever held. From there I went to Kansas City and spent two days with the liveliest and best organized bunch of hay men it has been my pleasure to meet.

They have a local hay organization called the Kansas City Hay Dealers' Association, comprising about 60 members. They have a thoroughly competent secretary, a fine gentleman, who devotes his entire time to the affairs of the association. They maintain comfortable and well equipped offices in the Live Stock Exchange Building. They have complete control of the inspection and weighing of all hay handled in their market, and have the best system of inspection we have ever seen for grading hay when it is not all actually unloaded and every bale looked over; had they this, their handling of hay would be perfect.

I found the Kansas City boys enthusiastic about our next meeting. They are organizing it now, and will keep at it with their unbounded energy and open-handed hospitality until the gavel falls on the last day of the meeting and every hay man has departed for his home, regretting that his stay could not be longer with such a splendid lot of fellows. They have a perfect right to be proud of their city and hay market. Think of it, it is the greatest hay market in the world. The members of their local organization handled in and through Kansas City last year over 32,000 cars of hay and straw. They are now handling an average of over 100 cars per day and expect this year to handle close to 35,000 cars, making over 700 full train loads. Their tracks are so conveniently located you can examine 100 cars in a forenoon easily, "dead sure," you can do it in half the time if you make the pace they set for me.

I also visited the St. Louis market and found our friends there enthusiastic about the Kansas City meeting and predicting that they would send the largest delegation they had for years. My stay there was brief, but I was met with most courteous treatment by every one and all were anxious and willing to help the Association in any way they can.

Faithfully yours,

P. E. GOODRICH,

President, N. H. A.

Winchester, Ind.

It is understood that the parties recently arrested at Mohall, N. D., charged with smuggling wheat from Canada, have confessed.

## BARLEY and MALT

Barley is bringing nearly double last year's price in Minnesota.

A farmer near Cottonwood, Minn., has raised two crops of barley this year.

Barley reached a record price for California when it reached \$2, October 20.

California claims to have shipped out of the state about 135,000 tons of barley so far this year.

Charles Ehlermann contemplates the erection of a malt house at St. Louis, Mo., to cost about \$500,000.

The L. Rosenheimer Malt & Grain Co., of Kewaskum, Wis., will erect a fireproof plant immediately to replace the one recently destroyed by fire.

W. C. Reinig has been elected president of the Fond du Lac Malt and Grain Co. The company, having a plant in Fond du Lac, Wis., is owned by Eastern capital.

It is rumored that the malthouse at Mankato, Minn., will be sold or leased to a Chicago firm. The plant, which at present is idle, is owned by people in St. Paul.

The Commerce Commission on Oct. 14 suspended until Feb'y 12 the proposed increase of freight rates on barley for transcontinental shipment. During the period of suspension the Commission will grant hearings on the propriety of the advance and the lawfulness of the proposed rate.

The American Malting Co. shows a gain of 214 per cent over last year's earnings and 36 per cent over the earnings of 1909. The company has net earnings of \$763,040. Two-thirds of the amount will be used to pay a dividend and the other third will be applied for the retirement of bonds.

Barley at Chicago on Nov. 6 reached \$1.28, the highest price in thirty years. Handlers here say there are more bulkhead cars of barley arriving than the trade has ever known at this season and that farm reserves are probably very light. Local maltsters are picking up the offerings in the sample market and filling their elevators as fast as possible.

The Minneapolis Market Record makes the barley production of Minnesota, North Dakota and South Dakota 49,717,000 bushels for the 1911 crop against a production of 51,068,000 bushels in 1910. The harvest was generally early and a large part of it escaped later unfavorable weather, so important for barley. In the later sections there is more damage which will show up in the later marketings.

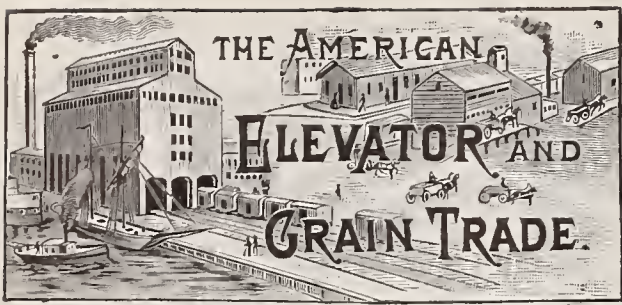
The Western Elevator Co. of Minneapolis has decided to offer no more special premiums for barley to be competed for at county fairs. Some of the competitors for these premiums are to blame for this decision, for they have not been fair in the matter, their samples having been outrageously "doctored" for exhibition purposes, the fraud being unrebuked by the judges and managers.

East Anglian (England) markets are becoming excited over a barley boom. The crop has been so good this year that there are no screenings, and no tailings. It possesses just the color that Burton buyers require, and they are buying very freely, up to \$9.60 per quarter being paid. Farmers can scarcely remember such a barley year as this has proved to be, and this last crop is stated to be the best in the world for malting purposes.

Replying to an inquiry as to the right of public warehouses to call fifty pounds of barley a bushel the Minnesota Railway and Warehouse Commission on Oct. 24 ruled that such an act is in violation of the statutes of Minnesota, which fixes the maximum weight of a bushel of barley at forty-eight pounds. The attorney general, in an opinion given two years ago, ruled that the standard of weights for grains fixed by the legislature must be recognized and that persons violating its provisions can be prosecuted for misdemeanor; nor may barley be bought and sold otherwise than by the "standard bushel" as the unit.

Omaha grain men have handled a large amount of barley this fall—750,000 bus. more than in October, 1910—although little of it has gone into Omaha elevators. Samuel Carlisle, with the Transmississippi Grain Co., but three years ago with the Union Grain and Elevator Co., then saw the possibilities in the barley trade and went after the surplus barley in Idaho, Utah, Colorado and California three years ago. Next year the Updike Grain Co. and the McCaull-Dinsmore Co. got into the game and all three concerns sent buyers into the barley territory, says the Bee. The business increased last year, and this year it has been very large. The number of Omaha firms dealing in barley has been multiplied several times. "Large tracts of newly irrigated land in Idaho, Utah and Colorado are now being used to raise barley, and the acreage will increase from year to year," said Chief Inspector Powell. "Omaha will be the logical distributing point. We will soon be blending the barley for the maltsters right here in Omaha, just as we now blend the wheat for the millers."





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#### ADVERTISING.

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon applications.

#### CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

CHICAGO, NOVEMBER 15, 1911.

Official Paper of the Grain Dealers' National Association  
and of the Illinois Grain Dealers' Association.

#### LIABILITY IN STORING.

Secretary Strong of Illinois kindly calls our attention to a suit tried recently at Tucker, Ill., that has an important bearing on the storing question. It has long been held by the courts, in general terms, that when a farmer "stores" grain, he in fact sells it, but at a price to be established on the day he may elect to settle. The elevator man's right to ship out the grain, or the miller's right to grind it, has been held to be a legal one in either case, and his doing so does not constitute a conversion. This has always been agreed to be a legal compromise to meet the conditions and necessities of a practice peculiar to the grain and milling business.

But suppose the elevator burns, what then? This was the variant in the case at Tucker. The Farmers' Elevator at that place took in farmers' grain in store, to be sold when the owners were suited with the market price. No storage fee was charged. The elevator burned and the farmers brought suit against the elevator company. The court held that as the elevator company could not establish the fact that the individual grain left by these farmers was in the house at the time of the fire, they were holden for this grain, and the jury brought in a verdict in favor of the farmers for the full amount of grain at the market price the day of the fire.

Nor does it seem that the simple disclaimer of the receipt for the grain, "not responsible for loss by fire," is effectual in shutting off liability. The court construes the receipt according to the evident intent of the parties, regardless of such a disclaimer, says the "American Miller," commenting on the case. The grain is either sold or is in store. In the one case it is the property of the miller or grain dealer; in the

other, it is the property of the farmer. It cannot belong to both, although some receipts try to make the transaction both a sale and a bailment. So it generally happens that unless the receipt given the farmer is explicit, the farmer generally has the court with him and recovers the value of his grain.

#### THIS NUMBER.

The present number of the "American Elevator and Grain Trade," thanks to the generous assistance of members of the grain trade and others, is, the editor believes, one of the most interesting ones published in a long time, and of greater practical value to the shipper of corn, particularly, than any issue of any grain trade paper published in years. Thanks to the co-operation of a number of gentlemen in the trade, in Chicago and elsewhere, all of whom will be recognized as among the foremost receivers in their several markets, the editor has been able to give the country shipper a line of information and counsel upon the handling of corn, especially, that will put him in the way of making money with that cereal, at least, that is the outcome of long years of experience. In handling grain the country shipper must defer to conditions as he finds them, whether he likes those conditions or not. These gentlemen, who have ceased for a time from their own occupations to point out here the conditions in the terminal markets as they know them to be—hard and inflexible as some may conceive those conditions to be—are too deeply concerned for the success of their patrons in the country, upon whom their own business prosperity depends, to treat the subject in hand in other than the most ingenuous manner; and the reader who takes their advice seriously and as a guide to the conduct of his business, if he has not hitherto done so, is sure in time to appreciate the obligation he is under to our contributors for their advice and suggestion.

#### MORE FORGERIES.

The accuracy of the conclusions expressed in these columns a month ago, concerning the ease with which a wicked person can manufacture in his own office his collateral for loans in the form of fictitious bills of lading for grain, was startlingly confirmed on November 4 at Baltimore. It does not appear that any one in any of the five banks hit by "Pem" Pitt had taken the precaution, although handling \$238,600 of loans, to inquire whether the collateral offered therefor, was genuine or not. It was only after the failure that "a casual remark," so a paper said, led Examiner Hann to investigate the pledged bills of lading. Then, but not until then, was it found that the railway agents whose names were purported to be signed to the bills could not be located, nor could the railroads give Mr. Hann any information concerning the numbers of the supposititious box cars appearing in the purported bills of lading other than that some were on cabooses. Why could not those facts have been ascertained before the loans were made as well as afterwards?

The railroad practice, as it appeared on enquiry in this case, is to place blank bills of lading accessible to the public so that any one can help himself to them without restriction, with-

out "bothering" the \$10 per clerks. This practice cannot be commended, although the railroads say it is only similar to the bankers' habit of placing loose checks on their public counters where anyone may help himself. The comparison is not without aptness, although hardly conclusive, perhaps.

But instead of finding fault with the grain trade and railroads and of endeavoring to invent an entirely automatic way to prevent such forgeries as these, which will never work to absolute perfection, of course, would it not be just as well for the managers of banks and other agencies for loaning money on such documents to take almost as much trouble to establish the authenticity of the documents before making the loans as they do to establish the genuineness of bank checks or drafts before paying them? Would not such a matter of clerical detail have saved the five banks involved in the Baltimore crash \$238,000? We think it would have done so, seeing how easy it was for Examiner Hann to establish the worthlessness of the bills of lading after a "casual remark" had put him into the way of inquiring about them.

#### PREMIUMS AND DISCOUNTS.

The officials of the Indiana, Illinois and Western Grain Dealers' Associations, composing a body organized at Omaha and called the Federation of Grain Dealers' Associations, has prepared a schedule of discounts and premiums on corn, based on moisture content, which is given on page 259. It seems to have been evolved from a table prepared several years ago by the Office of Grain Standardization, first made public at Decatur by Mr. John D. Shanahan, then chief of the Office, and afterwards printed in Circular 55, Bureau of Plant Industry. Without referring to Mr. Shanahan's remarks on that occasion, we take no risk in saying he could not have considered any such table of premiums or discounts, based on "intrinsic" value as measured by moisture content of corn, as having other than a purely academic value. Mr. Shanahan and Mr. Duvel, his successor, are too wise to expect that prices in the corn markets can be automatically adjusted to any such actual or theoretical differences of value as are assumed in the table.

Neither of these gentlemen surely would be guilty of such a solecism as the proposition, for example, that a seller of corn should be allowed a premium of  $\frac{3}{4}$ c a bushel when the delivery on such a contract happened to contain moisture "under 19.25% but not less than 18%." The buyer of 3 corn is given under the rules to all corn grading 3 and containing moisture between 16 and 19.25%, and he is entitled to the average of the grade; and it is absurd, therefore, to suppose that any such market adjustments as proposed in the table on page 259 could be worked out in practice, even if they were equitable, which they can hardly be considered to be.

It isn't a pleasant thing to say, but are not these gentlemen laboring to encourage a good deal of slipshod among shippers of corn? The man who has good corn to sell and knows it, is not worried about the discounts; it is only the man who knows he has it not but still sells something he knows he has not or is doubtful



about—who has not bought his stuff right—who complains of the discounts. He can always get the premiums by going for them in the right way. A country shipper would object who bought a horse and was offered a scrub mule to fill the contract; why does he object when his offer to deliver 4 or worse on a contract to deliver 3 is similarly objected to?

With all deference to the superior practical experience of the Federation aforesaid, might it not be asked why not turn your attention on the obvious instead of the impossible? It is impossible—not because the exchanges are stubborn or mulish or selfish, but because the whole scheme is in direct conflict with the natural laws of trade—to establish any such fixed system of discounts or premiums as proposed; but it ought not to be possible to convince country grain men who fail to do so that their business success depends on their buying their stuff right in the first place—"buying corn on its merits." In view of what the associations have already done in bringing about lesser reforms, it does seem as though a candid recognition of the stubborn facts of trade and a beginning of the task of educating dealers along the line of proper buying would be worth while. Certainly, the present labor is doomed to be as practically profitless as the endless toil of Sisyphus.

#### WHY GET RATTLED.

Whether the Government's agents did or did not begin an investigation into the holdings of wheat in Chicago during the past thirty days really does not matter very much *per se*. Suppose they had found that one, two or several houses, or operators, did or do own some few millions of bushels of wheat, what then? So long as farmers rush it to market, some one must carry that grain in order to save it for consumption later on; and no one man, even in these days of "big business," is likely to get a monopoly of the wheat of the country in October-November, or hold it except with a precarious grasp. Even grain dealers sometimes ignore the fact that however grain may be marketed, the consumptive demand covers the entire twelvemonth, and that when the growers try to market an entire crop, or the greater part of it, within three months, more or less, some one must carry the surplus until the public is ready to eat it.

There is nothing irregular, illegitimate or wicked, then, in men's buying and owning such property; on the contrary, the fact that some men can be found to take the risks of ownership and to stand ready to conserve the immediate surplus of mankind's food until the time when those who cannot provide for their future, or are too improvident to do so, are ready to consume, is in the highest degree fortunate. It is to facilitate this very procedure that grain exchanges are justified and that fact alone would render no other apology necessary (were there none) for their existence and grants of legal rights and privileges.

Why, then, should members of the Chicago Board of Trade get rattled and behave like a bunch of guilty scamps, simply because the sensational newspaper reporters began talking of "investigating a corner?" It is deeply to be re-

gretted that such a panic did seem to have taken place on 'change, because it has given the rabid yellow press and the more ignorant country press, from one end of the country to the other, one more opportunity to get a slap at "board methods," etc., and to reawaken popular prejudice against an institution which is the means of saving many a man's family from the pinch of public improvidence.

#### CENSUS VS. STATISTICAL BUREAU.

P. S. Goodman, the crop expert, in his article on page 263, beats the Census Bureau itself in giving to the world its own totals of the actual count of acreage and yield in 1909 of wheat corn and oats. This feat of Mr. Goodman is one to delight the newspaper man's professional soul; and as the medium by which that compilation is first made public, this paper takes to itself that gratification which is due to the newspaper that first prints the most unusual piece of legitimate information in its line the day and the hour has to offer.

Mr. Goodman's comparison of this actual count with the estimates of the Statistical Bureau for the same year shows that as in 1899 the Statistical Bureau's method of computation has led it far afield from the facts, both as to acreage and yield, and while Mr. Secretary Wilson's penchant for brag about the greatness of the American farm during his term of office has been indulged, it has been at the expense of those interests to whom fact is somewhat more important than the pleasant industrial fiction that has put so many of the 15-cent magazine writers into a fine frenzy from time to time.

It is well known that the same disclosure of discrepancy ten years ago had no effect on the Statistical Bureau, whose experts should at once have readjusted their theory to the facts, but did not. This year, therefore, some sort of influence should be brought to bear on the Statistical Bureau to compel them, if inducement fails, to make that readjustment of guess work to truth in order to give to the Crop Report the authority in the world of business that the Report is intended to have. The findings of those two departments must be made to harmonize, however much it may pique the Agricultural Department to be corrected by the Census.

#### THE PERENNIAL WEIGHT PROBLEM.

An hour with the employes of any weighing department handling grain, when they are talking shop, impresses one with the perennial freshness and protean character of the weight problem. Let the shipper who has thought to himself that he has come to the last word of this trite but vexatious matter read and ponder Mr. Schuyler's list of causes for short weights as reported by the men who do the weighing at Chicago, and see if, indeed, he has come to the end and in his own business exhausted every expedient that would make a leakage impossible from any car he loads or is loaded under his direction and supervision. Accuracy and eternal vigilance at the country elevator is first of all the price of a good turn-out at the terminal; and the weigher's word may be taken for it that no man who is satisfied with the "pretty good" will ever be entirely happy over or content with his receiver's reports on weights.

Another thing must be borne in mind and that is that differences in scale showings are inevitable. The country elevator man may test this statement at home and find it true, as it has been found time and time again at every transfer point, that a car of grain loaded on one side of the elevator, unloaded immediately on the other and re-weighed on the same scale, will rarely show an exact equivalent of turn-out. There is usually some loss, from obvious causes; wherefore since there is it does seem a not useless thing for every shipper, in the accounting of his business, to reduce his shrinkage to a definite item of the expense of hauling grain and adjust his business thereto, and make the endeavor each good business man does to reduce this item, with other items of expense, to a lower and still lower minimum. It is more profitable to avoid a loss than to recover from the carrier, even when the carrier pays.

#### A MANIFEST DUTY.

In the nature of things it is and ever will be as impossible to prevent the forging of bills of lading, so long as the crime continues to be profitable, as it has been to prevent absolutely the sophistication of bank checks or other forms of commercial paper for sinister purposes; but that fact does not excuse the absence of a widely determined effort to make the crime as unprofitable and as hazardous in the one case as in the other. That, apparently, it has not been so, is due, perhaps, to the fact that the most extensive maker of forged bills in recent years was never punished, except mentally, for his crime, although found guilty of forging grain inspection certificates to match his crooked bills, because the banks affected by his crime preferred their money to his punishment—a sometime characteristic of "big business"; and for the further reason that the railways have at all times interposed their influence against any legislation calculated to make more sacred as a commercial document or to increase the respect for the value of the order bill of lading.

But bill of lading legislation is at this moment one of the most pressing issues before the shipping trade using the order bill; and it is the manifest duty of all members of the grain trade, at least, to "lend a hand" to the work of securing such legislation. Many interior shippers who imagine they are not interested, thinking the Baltimore experience not likely to be duplicated as to them, and being, therefore, willing to "let Smith walk" if he gets into trouble, might some day be brought up short with a jolt such as Mr. Files described to the bankers the other day at Indianapolis—an experience that may come any day to any shipper.

The practical impossibility of doing business in these days without the order bills renders it imperative that the interests directly involved—shippers, bankers and carriers—should unite to do something that will make the bill of lading a fair contract between shipper and carrier and a collateral as safe for bankers to handle as an ordinary bank draft, and one making no more detail of investigation necessary to authenticate its validity than does the bank draft, and at the same time the law should correct (if it does not now forbid) any such injustice as that Mr. Files so righteously complains of.



## EDITORIAL MENTION

Look after the fire barrels, that they do not freeze, but are filled with brine and ready for use.

Why don't you serve yourself and your country by buying corn and other grains on their merits? Or perhaps you do.

No loss without some gain. The burned Pittsburgh elevator will probably be replaced by a modern concrete house.

Elevator explosions are always preceded by fire; but there may be elevator fires without explosions if the manager is respectably clean on his premises.

Cooked scales and an occasional embezzlement by an agent refute the suggestion that the grain trade in Northwestern country towns is always "dull and featureless."

Read twice Mr. Hannon's "Timely Words of Advice to Grain Shippers," on another page, before you lay the paper aside; and before you make your next shipment read it again.

Mr. J. C. Lincoln's article on "Objections to the Uniform Bill of Lading" is timely in view of an approaching session of Congress when bill of lading legislation is certain to be urged.

State scale laws are excellent—when enforced; but where scale owners are wise enough in their own behalf to know if their scales are telling the truth, there is little need of scale laws.

Kansas shippers who are made to pay 80c a car to the state for grain inspection can hardly be enthusiastic over "state service," when at Omaha the Grain Exchange does the same service for 40c.

When a dealer defaults on his contract, he has to buy in the grain, loss or no loss; why not hold the farmer to his share of the loss when he fails to deliver on his contract? There's nothing unfair about it; it's just good business.

A boy in Tallapoosa County, Alabama, is said to have produced 224 bushels of corn on a single acre at a cost of but 19.3 cts. per bushel. The corn was planted in a drill, with rows 3½ ft. apart, and the stalks averaged above two ears each.

Cleaning grain before shipping may reduce the weight from the elevator total, but it will help to keep cool grain which, if it gets hot in transit, will probably lose many times the cleaning loss when the car door is opened and the evaporated water gushes out as vapor.

The Court of Appeals of the District of Columbia on November 6 sustained the validity of the U. S. statute *re* bucket shops, reversing Justice Wright of the lower court whose contention was that to punish bucket shop swindlers under the law in question would put limitations on the "right of contract." The court, as to jurisdiction, held that as the District of Columbia has no sovereign power, crimes committed in

the District are against the United States and not against the municipality.

Employers' liability legislation is coming to the front quite rapidly in many states, and it will be good business tactics to become informed on this subject, as well as upon liability insurance. Accidents will hereafter be more and more costly to employers as the years go by.

Wisconsin is enjoying the spectacle of political control of grain inspection in its most aggravating form—a political appointment that is resisted by the removed commissioner. The spectacle is not edifying, more particularly as the Wisconsin inspection is itself about as useful at the head of the lakes as an extra wheel to a wagon to interfere with the horses' action.

The right to load cars of reasonable size is one that grain men should ever keep in view as one of the "inalienable" ones; first, because many buyers can handle only moderate sized cars; and, second, because it is safer to ship not to exceed 60,000 lbs. in one lot than 80,000 to 100,000 lbs., as the "standard" Pennsylvania car is calling for.

The Census returns for 1909 show that the big corn and promising small grain crops the land boomers of the South have been seeing in that part of the country have been to a degree mythical. It is hard to wean the South from cotton, and this year's cotton report is evidence that it is not being weaned; they can grow good corn down there but they won't.

The editor is fortunate in securing a copy of Mr. Files's address on the bill of lading to the bankers of Indianapolis, which is a distinct addition to the practically suggestive literature of that much discussed subject. Mr. Files's viewpoint is a new one; and his argument is as convincing as it is frank. It was a fine thing to say what he did say, and Mr. Files said it in a fine way.

The Texas Railroad Commission has joined its protest to that of the Cairo Board of Trade to the Commerce Commission against increasing the carload minimum to 40,000 lbs. by Southwestern lines on ear corn, snap corn, etc., on the ground that owing to the large amount of corn that will have to be imported by the state for feed, the lifting of the minimum from 24,000 to 40,000 lbs. will work a peculiar hardship on the small consumers.

The new county demonstration farm plan of teaching good agriculture to the commonplace and backward farmer has the endorsement of the Crop Improvement Committee, the Illinois Bankers' Association, the Soil Fertility League and others of the conservation organizations. Why not, then, have these several agencies get together and "bunch their hits" and their revenue to avoid duplication? And if the \$10,000,000 Mr. Gross asks for is not forthcoming, why not substitute temporarily, at least, the North Carolina scheme of demonstration farms worked under the direction of an expert who thus might exert an influence in many counties and over many men? Indeed, one is inclined to think the North Carolina method quite as good as the

other—it is practical "manual training" as compared with what might be called a mere "object lesson."

A "warning to farmers" that damaged corn must be sorted out of their elevator deliveries if sellers expect to secure contract prices, has been printed in every part of Illinois. Farmers are now familiar with the conditions; it ought not to be difficult for the elevator men to enforce that rule this season. A firm stand all along the line will win. It's "now or never," then, and all that is called for is a modicum of backbone.

The co-operative elevator managers are invited at Omaha to hear among other things Mr. Vincent, sometime editor of a farm paper and now manager of a farmers' commission company at Omaha, "explain" how a co-operative company can buy grain on a less than 2-cent margin, pay all operating expenses out of the grain sold and yet pro rate back to the stockholders 3½c a bushel out of the net earnings after leaving a surplus for the emergency fund." Gee whiz! Are we all in on that? Then telegraph for room reservations now. Talk about your perpetual motion, Homestake, Calumet and Hecla mines, they're hardly 1, 2, 3 with this stunt.

Although death came to Geo. H. Morgan of St. Louis at a ripe age, after a full life, in which was scarcely a misspent day and in which every day added to his crown of honor and the regard of his fellow citizens of St. Louis, nevertheless those who knew him best and those who knew him less alike sincerely lament his passing into the beyond. The writer knew him but casually; but this brief communication left the impression of contact with a man of humane purposes and deep interest in human affairs, a man of a depth of unsounded reserve power, and the kindly sympathies and instinctive initiatives of the gentleman born son of a race of forceful and cultured ancestors.

Mr. Bear, at the Ohio convention on the 30th inst., made the point that country shippers buy on the same basis that terminal markets bid on, and that if a reform is to be made by buying on grade the terminal markets should be fair and give a better price for the good grain. The point is well taken. The terminal markets are equally responsible with the careless country buyer for the apparently depreciating general quality of corn. There is the same lack of initial incentive to the country buyer as to the farmer to make better corn; and Mr. Bear is no doubt right and sincerely in earnest when he adds that "the country dealer is ready to co-operate [in bringing about the desired reform], but we must have the support and co-operation of the grain receivers at the terminal markets." But in electing to sell on a 3 or better contract, instead of consigning, the country dealer deliberately waives his right to a better price for the good corn—the difference between the 2 and 3 values he willingly gives away; and the buyer has so long received, or exacted, this gift he will be loath to give it up. He must be forced to do so by a reform that shall call for bids on specific grades—there is no other way, except, possibly, a stipulation in the contract that shall give the



shipper the privilege of delivering 3 only and of turning over both his 2 and his lower grades to be sold by his commission representative on their merits in the delivery market. Premiums and discounts to be arbitrarily fixed in advance will never be consented to by the terminal markets, we are sure, for obvious reasons.

Railroads should be in a position to give prompt replies to all proper enquiries as to the character of specific bills of lading called to their attention. Their records doubtless contain the data to identify every bill of lading issued by their agents and these records should be in the form and place to enable bankers to authenticate bills without delay when it is necessary to do so.

Mr. Borden, the new Canadian Premier, it is said at Winnipeg, will be compelled, as one of his first acts, to arrange for government ownership and operation of all terminal elevators—and this, too, in spite of the fact that the Prairie Provinces voted against him and his fiscal policy otherwise. The farmer of the Canadian West thinks he knows what he wants and certainly has a way of getting what he asks for.

Fire-prevention and not fire-fighting is the real necessity to put a check upon American waste by fire. Fortunately in the construction of grain elevators concrete has so well proved its aptness and excellence as a storage receptacle that the elimination of wood in these structures is only a matter of the time when the "lumber barons" will make its use disproportionately costly as compared with concrete for elevators of all sizes.

"Who is Who in the Grain Trade" has appeared, beautiful in method, typography, paper and presswork. As the Bulletin of the National Association, future numbers will have a greater value for the members, than the present one, which necessarily repeats some matters that have been made public hitherto. The status of arbitration cases undisposed of is perhaps the most striking feature of the current issue. References to the Food and Drug Act that may have bearings on grain shipments are also timely. The reprints of arbitration decisions rendered in the past constitute the most permanently valuable part of the pamphlet.

The Government's prosecution of Jas. A. Patten, *et al.* before the Supreme Court at Washington is beginning to look like "thirty cents." The defendants are charged with running a corner of cotton; but the inquisitive Chief Justice, during the oral argument, developed the fact that the Government is not sure (1) that a concerted bear movement is as wicked as a bull movement; or (2) whether it is lawful for cotton planters to unite to bull the market and unlawful for the defendants to do so; (3) or of the difference between restraint of competition and restraint of trade; and (4) admits "the right of a man, farsighted enough to see that a commodity was likely to rise in price, to go into the market and buy to the extent of his ability," and that the contracts complained of are not "futures" such as are popularly regarded as unenforcible contracts because no delivery was ever intended, but are contracts

which are enforcible under the rules of the exchange and the law and distinguished from the "bucket shop" contracts, which were unenforcible, etc., while Mr. Spooner contended that as the defendants are not charged with ever having had a bale of cotton, they could not have had a monopoly of cotton. By contracting to buy "futures" the defendants might have made it possible for the men who did have the cotton to increase the price, but the defendants could not be charged with this increase. With these exceptions the Government's case seems impregnable!

The "discount and premium" table of the Federation of Grain Associations will not correct automatically the essential and inherent unfairness of the system of bidding and selling 3 or better. Men price diamonds by carats and gold and silver by ounces, but where is the grain dealer in the country or out of it who is going to differentiate lots of corn by variations of 1 per cent of moisture, especially when the dealers for whose behalf this schedule of discounts is invented, don't seem now to be able to keep within a grade range of 3.25 per cent? But the fault with 3 or better is that no one who sells 3 gets anything for "better." Certainly; then why not stop selling that way?

Why not take up the Omaha resolution demanding specific bids and bring such a force of trade opinion to bear on track bidders that they will bid for 2, 3 or 4? It is true they might then insist on specific deliveries and refuse to handle everything or anything else tendered on contract for 2 or 3, even at a discount; and men who sell 3 now, when they know they may have difficulty in delivering it, might have the same old trouble "and then some," but how an arbitrary system of discounts and premiums can ever be made to work in practice, in view of the stubbornness of consumers (not terminal market buyers from the country) in demanding specific qualities, is something, as Dundreary used to say, "no fellah, deah boy, can find out."

It is with regret that the writer has discovered that Editor Pickell is so obsessed with the sense of his own importance that he is unable to see or to take a joke, or even his petty share of one. Perhaps by the time he is as "ancient and moss-grown" as the "American Elevator and Grain Trade" he will "come out of it"; in which event he will assuredly feel better—much better, and certainly appear to greater advantage among friends, of whom the writer desires to remain one. Having said so much, let us hasten to assure our friend that there was no disposition to criticise the quality of his "wind"; but when an editor-orator protests he is "no preacher," and emphasizes the protest by reiterating it in faulty syntax, one's suspicions are justifiably aroused. If not a preacher, what then? Doth the editor and "wind" maker rise above the level of the preacher? If he does, he falls below also and farther. Wherefore, then, this heat and proud reluctance to be dubbed a preacher and to be reminded that the great "preacher" of antiquity, editor of his own experiences of life, found that after all, as a man and preacher, the final result of the labors he had labored to do was "vanity and a striving

after wind." Were it different or less so today there would be no need for editors in the grain business, at least, since after all these years of editorial preaching, had most of it been other than "wind," the trade should now be like the avocations of Arcadia and not, as it is, as in other trades carried on by less generous and less honorable men, the occupation of a work-a-day world—a chase after the nimble and elusive dollar, with more or less indifference for those who are knocked down in the race.

The New York Court of Appeals, has reversed the lower court who found that the destruction of the Ontario Elevator at Buffalo some years ago was due to the explosion that pushed the elevator off its foundations into the harbor, and not to the fire that caused the explosion. The Court of Appeals, on the other hand, rejects the insurance companies' contention that it was the explosion and not fire that caused the destruction of the property they had insured for \$94,756. But the court below might well have been asked, what then, caused the explosion? If it was not fire, did the elevator dust just aggravatingly "bust," and that's all? If we remember rightly, that sort of "bust" theory was years ago demolished by the U. S. Supreme Court, when considering the famous and disastrous Washburn mill explosion, many years ago, that tribunal holding that since fire caused the explosion, fire was the cause of the loss.

The governors' conference in New Orleans on October 31 to consider the cotton situation is said to have been "notable" because, although only the governors of Texas, Mississippi, Alabama, Virginia and Louisiana were present, they represented the gubernatorial brains of the South. The outcome of their deliberations on "a cure for the existing conditions in the cotton market" appears to have been the resolution adopted, recommending that "the bears who conspired [?] to sell the cotton they did not possess be prosecuted by the Department of Justice as well as the bulls indicted by the United States courts." Truly a mountain in labor with the traditional issue. A recommendation much more to the point was the proposition that the Crop Report on cotton should be amended to include "periodical publication of reliable statistics of cotton consumption, manufacture and trade." Having done this much, at least recommended the punishment of both bulls and bears, it was understood, after the conference closed, that the governors would go home and inaugurate a bull movement "not only to hold cotton until it reached a point above cost of production, but to carry out the recommendation of the conference that a written, binding agreement be signed by every farmer in the South to reduce the acreage next year 35 per cent under that of the present year." And this is the concentrated essence of the political and economic wisdom of the governors of the South! Certainly it does not promise much for the economic sanity of the "man on the street." As the apotheosis of Scarcity, the conference has at least justified the vagaries of the Society of Equity scheme of price making, if not the raids of the Night Riders of the tobacco fields of Kentucky and the grain fields of Oklahoma.



## TRADE NOTES

Sprout, Waldron & Co., of Muncy, Pa., have appointed J. J. Crofut & Company of Portland, Ore., as their Pacific Coast representatives.

For the illustration of their November wall calendar the S. Howes Co. of Silver Creek, N. Y., chose their "Eureka" Combined Corn and Cob and Small Grain Cleaner. It cleans either grains without change of screens and is one of the most popular of their well known line.

Some of the best machines in the Sidney line, manufactured by the Philip Smith Mfg. Co. of Sidney, Ohio, including the Sidney Corn Shellers, are displayed on a series of blotters now being mailed to the trade. The company reports a large increase in sales this year over last year.

A very interesting catalogue is that of the C. O. Bartlett & Snow Co. of Cleveland, Ohio, covering their Triumph Drop Forged Chains. It is profusely illustrated and thoroughly shows that department of their business which is included in the economical handling of material.

One of the largest departments of the business of Robert L. Latimer of Philadelphia, Pa., is that of the Anchor Painted Stitched Canvas Belting. It is water, heat and steam proof and is especially adapted for grain elevator work. The large stocks on hand enable him to make prompt shipments.

The Trans-Mississippi Grain Company will erect a fireproof feed mill in connection with their elevator at Council Bluffs, Iowa, with a capacity for grinding 5,000 bags of corn chops per day. Moulton & Evans, of Minneapolis, have the contract for the work and expect to have the mill ready for operation November 1st.

The Muncie Gas Engine & Supply Co., of Muncie, Pa., in a recent circular say "Here's what you need." They refer to the Muncie Oil Engine which has rapidly grown to favor as an economical power. It produces power at a small fraction of cost, is simple, durable and efficient. A complete catalog and specifications will be sent on request.

The Weller Mfg. Co. of Chicago had an interesting exhibit of their spiral conveyor and transmission machinery, elevating and conveying machinery and belt conveyor appliances at the American Exposition of Brewing Machinery, Materials and Products held in the Coliseum Building, Chicago, October 12-22. Their display was in charge of G. W. Christopher and C. J. Peterson.

The publication Graphite for November contains an interesting account of the first American graphite mine. Among the many uses of graphite none is more interesting to the grain trade than Dixon's Silica Graphite Paint, manufactured by the Joseph Dixon Crucible Co. of Jersey City, N. J. This protection for iron and steel is adapted for all climates and is reasonable in price and highly durable.

The Barnard & Leas Mfg. Co. of Moline, Ill., was among the firms exhibiting at the American Exposition of Brewing Machinery, Materials and Products held in the Coliseum Building, Chicago, Ill., October 12-22. No exhibit received greater attention and machines shown included their size 152 Barley Separator, size 212 Malt Separator, and No. 4 Moline Special Packer. There were in attendance at the exhibit C. A. Barnard, Thos. E. Casady, Chas. D. Neal and J. B. Cornwall.

One of the interesting exhibits at the American Exposition of Brewing Machinery, Materials and Products held at the Coliseum Building, Chicago, October 12-22, was that of the S. Howes Co., of Silver Creek, N. Y. This company showed a complete modern barley cleaning, separating and grading plant in operation and machines included their "Eureka" Barley Cleaner, "Eureka" Broken Kernel and Seed Separating Cylinders in self-contained frame, "Eureka" New Improved Pneumatic Wild Oat Separator, Rich Patent Barley Grader, "Eureka" Receiving Shoe, new type with patent self-cleaning screens, also miniature barley cleaner, grader and germinator tester shown in operation mounted on a table. There were in charge of the exhibit A. C.

Barbeau, A. T. Sitterly, William Watson, J. Q. Smyth and Geo. S. Boss.

Some one hundred and fifty pages are comprised in Catalog No. 50 just issued by the Jeffrey Manufacturing Co. of Columbus, Ohio. The first two, following the title page, are covered with an excellent view of their extensive plant. Then follows illustrations and descriptions of the various specialties included in their line of power and transmission machinery. To enumerate a small part we should mention wood split pulleys, split iron pulleys, friction clutches and cut off couplings, belt tighteners, ball and socket pillow blocks, drop hangers, couplings, shafting, etc., etc. There is much technical and real information in the catalog such as the descriptive matter on the horse powers of steel shafting, standard methods of key seating and a feature is made of the Jeffery Improved Split Iron Pulley which may be readily clamped on the shaft without disturbing any other equipment, or may be easily removed from the shaft when necessary. The Jeffery "quality" is well shown in this very handsome catalog which is now being mailed to the trade.

[Special Correspondence.]

### OUR SOUTHERN LETTER.

BY N. L. WILLET.

The farmer is getting worlds of advice all the time from the daily papers and the agricultural journals; but it is very seldom that these journals have much to say on the selling of cotton and future prices. Unless a newspaper can be a bull on the market, it keeps its mouth shut and simply gives the farmer the market news and lets the farmer use his own judgment. The leaders of the Farmers' Union, on the contrary, from their position, are compelled to give advice. One year it is 18c in the matter of holding; lately it was 15c; and now, I believe, it is 13c. Certain it is, however, the farmers are by no means obeying the advice of the Union leaders; and I see very little in the newspapers in opposition to the rapid selling of the cotton crop on the part of the farmers.

Within the past ten days, I have talked with two men who are as well posted on cotton as any two men in the South. Their ideas might be of interest. One of them always loves the bull side when the bull side is at all possible. No. 2 is an ultra conservative about everything.

Said No. 1: "The biggest bears today are in the South. The farmers are incontinently selling their crop. For myself I cannot help believing that we will have a crop quite or nigh on to fifteen millions; it looks like two and one-half millions in Georgia and four millions in Texas. There would not be funds sufficient in the South to carry forward the surplus as wanted by the Union leaders; and this huge amount would, of course, fearfully depress the markets. I see no hope for the man who holds until spring and summer. It looks like 8½c at the ports. There must be liquidation at times in all lines of business. Cotton has its inning now. I do not consider that cotton has had any greater liquidation this year than stocks and bonds. The cotton grower is not the only one suffering today from low prices. It might be well, too, for farmers to remember that 15c left no profit to cotton mills, nor did 50c oil-mill seed leave any profit to the Southern oil mills on the last crop. No year possibly was more disastrous to these two great cotton industries. A fifteen-million-bale crop is bound to sell for less, and a great deal less, than a twelve-million-bale crop; and farmers, on account of the increase of crop, are possibly getting as much for their cotton as they did last year. The farmers do not seem blue, for land prices are as high as ever."

No. 2 spoke as follows: "The South seems to be absolutely teeming with cotton—more of it than the world has ever known before. I believe I see ahead of us fifteen million bales. If it goes below 9c at the ports, I believe that Europe will buy heavily and hold even for another year. It takes a year like this of cotton overproduction to teach us the value of diversification of crops. A fifteen-million-bale crop means for the South, in another year,

more native hay, corn, hogs, cattle, wheat and oats. However, I see no disaster in the matter of low prices for cotton prevailing, because we shall have a larger crop to market. This is a year, too, that cotton oil mills and cotton mills should prosper and do well."

I give these two reports without comment of my own.

The farmers of Europe who grow largely the root-seed crops for America, and who grow them at a fixed price on contract, are having a far worse time this year than is the Southern cotton farmer. The high price of sugar is on account of the failure of the beet crop in Europe. The beet-seed crop, which usually costs about 20c, will cost the American buyer this year from 40c to 60c per pound; the carrot crop is 50 per cent short; the turnip crop 25 to 75 per cent short; cabbage growers have a crop 25 to 35 per cent short; the farmers who grow in the Northwest garden peas have had the worst failure for many a year. Alaska and marrowfats will be about 25 per cent short. Many are 50 per cent short, and some leading kinds are from 75 to 80 per cent.

#### COTTON OIL MILL SEEDS.

The first pickings of cotton seeds were earlier than usual. The seeds were green and heavy with moisture and could not be kept. They went to the oil mills, which bought large amounts of them. The price has been around 30c and less, as against 50c and 55c per bushel one year ago. Notwithstanding the low prices, the farmer has sold his seed along with his cotton.

Georgia grows a large amount of fancy planting seed. These seed have to sell on a parity with the oil-mill seed. Some farmers expect as much for their planting seed this year as they got last year; but, so far as I know, not many of them are realizing their desires. There is no doubt that cotton-planting seed will have to get in line with oil-mill seed.

#### COW PEAS.

Augusta, Ga., is the largest cow-pea center in the South—the heaviest shipping point in America. Frost is still a factor in this crop, but there seems to be without a doubt a big crop ahead—one leading authority says the biggest in ten years. Mississippi is now a large cow-pea state, and already large amounts of Whippoorwill peas have been marketed, fetching from 90c to \$1.10. The cow-pea growing area has been extended tremendously. The boll-weevil section in Mississippi and Louisiana has become a large raiser of cow peas for seed purposes. Augusta bought cow peas last year from Mississippi, Missouri, Illinois, and good large amounts from North Carolina and Tennessee. Texas is growing them more each year. For a great while the South Atlantic states were expected to grow all the cow peas for the country, but in the last two years the boll weevil has changed largely the cow-pea situation, and farmers in the Southwest, who once grew them only for soil-improving purposes, are now making them a seed crop also. The top of the market three years ago was about \$3 per bushel. This past year \$2 was about the maximum. The outlook at present is for much lower prices than obtained one year ago, and perhaps the prices that are obtaining now in Mississippi are not far out of line.

#### A BOOK OF MEMOIRS.

Our esteemed contributor, Mr. Julian Kuné, has put part of his leisure, since retiring from the Chicago Board of Trade, into the task of writing his autobiography, which he has entitled, "Reminiscences of an Octogenarian Hungarian Exile"; and the result is a book of something over 200 pages of uncommon interest and not a little historical value. Born in the little town of Belényes, nestled at the foothills on the Hungarian side of the Carpathians, Mr. Kuné, naturally enough for a liberty-loving mountaineer, so to say, entered the Hungarian Army of Liberation in 1848, and served through the campaign under Gen. Bem, following the exiles at its close to Syria and Damascus, as the Sultan of Turkey's guest. After two years there, he came to America via Egypt and London, reaching Chicago



in 1855. Here he soon stepped into the ranks of the leaders of the Chicago of those days, drifting into politics, of course, and when the Civil War broke out, into the army as an organizer of regiments, becoming himself major of the famous Hecker (24th Ill.) Regiment. His reminiscences of this work and his service in the army are most timely now, half a century later, and contain many touches that give us new points of contact with the great men of the West in those days in both civil and army life. A few years on the Board of Trade, and then came the Franco-Prussia war, Sedan, and the siege and fall of Paris, with the stirring events that followed, all of which he saw as correspondent of the Chicago Tribune, then edited by Horace White, who sent him from Budapest, where Mr. Mr. Kuné happened to be visiting old friends, to the seat of the war.

All these things and more have made the life of Julian Kuné one full of adventurous interest, the story of which he has told concisely and dramatically, but with the becoming modesty of a man who accepted adventure in his younger days as naturally as other men accept the tedium of a life of business as that which is natural to one's character and the result of it and one's mental make up.

The book is very readable, the more so to the men of Chicago, among whom Mr. Kuné has moved an honored and honorable man for more than fifty years.

### EXPORTS AND IMPORTS.

The following is a statement of the exports and imports of various cereals, seeds, etc., for the month of September, 1911, and for the nine months ending with September, 1911, as reported by the Bureau of Statistics, Department of Commerce and Labor (quantities only unless otherwise stated):

ARTICLES.	Sept. 1911		NINE MONTHS, ENDING SEPT.	
	1910	1911	1910	1911
<b>Exports—</b>				
Barley, bu.....	1,426,217	57,038	3,248,666	3,253,562
Buckwheat, bu.....			63,906	40
Corn, bu.....	3,606,611	3,777,513	31,882,386	52,274,603
Corn Meal, bbls.....	24,053	30,637	246,497	374,542
Oats, bu.....	45,421	29,188	1,427,338	1,444,344
Oatmeal, lbs.....	1,528,622	1,007,113	8,578,831	26,222,720
Rice, lbs.....	360,349	1,348,701	6,857,439	30,127,205
Rye, bu.....	67	230	17,237	3,771
Rye Flour, bbls.....	484	236	3,520	3,586
Wheat, bu.....	2,226,317	5,087,807	15,083,176	23,935,529
Wheat Flour, bbls.....	879,661	1,247,175	5,464,737	8,002,988
Bran, Millfeed, etc., tons.....	2,995	10,448	36,903	72,382
Dried Grains, etc. tons.....	6,740	7,039	54,385	64,550
Rice bran and polish, lbs.....	1,884,617	42,850	7,611,742	3,959,798
Total Breadstuffs.....	\$10,784,854	\$14,551,395	\$74,876,798	\$102,890,940
Glucose and Grape Sugar, lbs.....	10,455,072	16,575,257	129,404,389	137,102,730
Hay, tons.....	3,803	3,008	37,163	36,715
Oil Cake and Oil-Cake Meal.....				
Corn, lbs.....	6,027,363	6,317,252	44,625,641	61,747,876
Cotton Seed.....	43,994,636	40,573,264	419,247,168	471,430,316
Flaxseed or Linseed lbs.....	49,952,082	34,386,290	511,185,145	379,554,759
<b>Vegetable Oils—</b>				
Corn, lbs.....	1,400,576	1,940,959	9,899,985	21,139,232
Cotton Seed, lbs.....	3,137,072	11,217,939	115,450,798	186,801,274
Linseed, gals.....	9,685	27,394	121,122	153,155
Clover Seed, lbs.....	940,115	126,351	3,127,626	1,709,601
Timothy Seed, lbs.....	916,299	439,925	16,637,340	5,410,795
Cotton Seed, lbs.....	1,800,252	524,639	15,676,322	10,776,878
Flax Seed, bu.....	39	48	4,177	890
Other Grass Seed, val.....	\$19,550	\$95,614	\$170,512	\$323,663
Beans, etc., bu.....	22,559	42,667	224,377	212,033
<b>Imports—</b>				
Corn, bus., since July 1, 1911.....		3,222		5,572
Oats, bu.....	6,003	237	740,422	85,987
Wheat, bu.....	890	564	139,874	505,568
Wheat Flour, bbls.....	18,282	7,686	145,586	94,318
Rice, lbs.....	4,414,853	3,160,416	64,917,518	14,321,909
Uncleaned, including paddy, lbs.....				
Cleaned, lbs.....				
Rice Flour, Meal, etc. lbs.....	13,421,903	40,626,586	112,133,832	99,456,694
Castor Beans, bu.....	20,189	79,420	453,934	723,697
Clover Seed, lbs.....	2,505,497	1,880,690	12,489,208	20,881,114
Flax Seed, bu.....	573,769	211,386	5,842,950	6,748,232
Beans, etc., bu.....	71,940	184,217	615,293	736,303

### EXPORTS OF FOREIGN MERCHANDISE.

Oats, bus.....	1,100	52,300	3,350
Rice, lbs.....			3,497,052
Uncleaned, including paddy, lbs.....			
Cleaned, lbs.....	457,061		
Rice Flour, etc., lbs.....		40	
Wheat, bus.....		132,071	
Wheat Flour, bbls.....		31	8
Flax Seed, bu.....	3,213		21,919
Clover Seed, lbs.....			88,040
Other Seeds, value.....	\$65	\$216	\$3,724
Beans, bus.....	358	2,169	18,715

Omaha received the first car of new corn for this season on October 28. It was mixed new and old, and of fine quality.

### RECEIPTS AND SHIPMENTS.

Following are the receipts and shipments of grain, etc., at leading receiving and shipping points in the United States for the month of October, 1911:

**BALTIMORE**—Reported by James B. Hessong, Secretary of the Chamber of Commerce.

Articles	Receipts		Shipments	
	1911	1910	1911	1910
Wheat, bushels.....	856,244	513,873	647,850	851,775
Corn, bushels.....	176,655	824,884	441,204	394,820
Oats, bushels.....	45,851	71,701	100	100
Barley, bushels.....	947			
Rye, bushels.....	172,091	94,599		
Timothy Seed, bus.....	1,351	1,781	842	
Clover Seed, bus.....		1,562	546	448
Hay, tons.....	5,972	4,994	950	1,193
Flour, barrels.....	264,333	270,687	141,895	142,982

**BOSTON**—Reported by James A. McKibben, Secretary of the Chamber of Commerce.

Articles	Receipts		Shipments	
	1911	1910	1911	1910
Flour, barrels.....	167,627	203,137	41,901	36,023
Wheat, bushels.....	976,537	1,081,729	944,811	664,127
Corn, bushels.....	165,460	264,593	583,189	225,644
Oats, bushels.....	417,822	354,109	1,406	6,250
Rye, bushels.....	2,616	4,583		
Barley, bushels.....	1,167	12,725		16,986
Flaxseed, bushels.....				
Peas, bushels.....	6,602	7,064		4,600
Millfeed, tons.....	833	1,872	270	229
Corn Meal, barrels.....	3,895	1,615	2,020	462
Oat Meal, cases.....	14,491	41,998	8,482	22,873
Oat Meal, sacks.....	33,052	9,048	14,425	10,250
Hay, tons.....	14,510	13,410	3,167	2,296

**BUFFALO**—Reported by Secretary of the Chamber of Commerce.

Articles	Receipts		Shipments	
	1911	1910	1911	1910
Wheat, bushels.....	10,774,999	11,058,875		
Corn, bushels.....	3,082,143	3,217,484		
Oats, bushels.....	1,037,493	1,820,765		
Barley, bushels.....	2,402,132	2,585,565		
Rye, bushels.....	299,500			
Other Grass Seeds, lbs.....				
Flax Seed, bushels.....				
Flour, barrels.....	1,116,668	1,194,521		

**CHICAGO**—Reported by George F. Stone, Secretary of the Board of Trade.

Articles	Receipts		Shipments	
	1911	1910	1911	1910
Wheat, bushels.....	2,067,900	1,853,500	2,332,800	2,028,800
Corn, bushels.....	6,880,950	8,364,700	7,753,250	8,101,900
Oats, bushels.....	9,206,000	7,705,700	5,550,400	7,984,400
Barley, bushels.....	3,888,600	2,518,000	664,000	837,900
Rye, bushels.....	329,500	101,500	133,000	24,800
Timothy Seed, lbs.....	4,011,200	3,778,400	2,034,500	1,701,200
Clover Seed, lbs.....	197,500	1,375,400	110,500	182,700
Other Grass Seeds, lbs.....	1,266,400	3,647,800	1,145,500	1,119,700
Flax Seed, bushels.....	122,100	189,000	52,000	25,300
Broom Corn, lbs.....	3,498,400	1,773,900	3,137,200	1,535,600
Hay, tons.....	27,497	25,134	1,071	1,534
Flour, barrels.....	538,044	797,847	627,581	832,446

**CINCINNATI**—Reported by W. C. Culkins, Superintendent of the Chamber of Commerce.

Articles	Receipts		Shipments	
	1911	1910	1911	1910
Wheat, bushels.....	334,000		53,736	
Corn, bushels.....	442,629		190,428	
Oats, bushels.....	523,634		261,220	
Barley, bushels.....	91,642		4,010	
Rye, bushels.....	65,428		22,666	
Malt, bushels.....	153,530		16,144	
Timothy Seed, bgs.....	4,174		2,579	
Clover Seed, bgs.....	1,613		709	
Other Grass Seed, bgs.....	10,932		9,255	
Flax Seed, bushels.....				
Hay, tons.....	13,507		3,797	
Flour, bbls.....	122,607		43,589	

**DULUTH**—Reported by Chas. F. MacDonald, Secretary of the Board of Trade.

Articles	Receipts		Shipments	
	1911	1910	1911	1910
Wheat, bushels.....	9,918,818	5,995,164	5,380,747	5,293,744
Corn, bushels.....	18,686	4,203	30,765	59,116
Oats, bushels.....	1,044,664	269,717	954,041	296,924
Barley, bushels.....	2,017,591	2,565,378	1,449,302	2,244,634
Rye, bushels.....	199,311	24,341	120,754	461
Flax Seed, bushels.....	1,123,111	837,965	979,510	613,653
Flour, bbls.....	792,730	926,955	813,125	1,026,955
Flour Production.....	88,300	141,530		

**KANSAS CITY, MO.**—Reported by E. D. Bigelow, Secretary of the Board of Trade.

Articles	Receipts		Shipments	
	1911	1910	1911	1910
Wheat, bushels.....	2,714,400	5,335,200	1,596,000	4,149,600
Corn, bushels.....	861,600	961,200	729,600	698,400
Oats, bushels.....	525,300	557,600	462,400	399,500
Barley, bushels.....	42,000	32,200	30,800	25,200
Rye, bushels.....	4,400	6,600	2,200	8,800
Bran, tons.....	1,000	1,920	5,240	7,920
Flax Seed, bushels.....		2,000		5,000
Kaffir Corn, cars.....	69	4	41	
Hay, tons.....	31,680	31,224	4,008	5,268
Flour, barrels.....	13,250	12,000	166,250	203,250

**MILWAUKEE**—Reported by H. A. Plumb, Secretary of the Chamber of Commerce.

Articles	Receipts		Shipments	
	1911	1910	1911	1910
Wheat, bushels.....	957,110	1,441,780	572,710	923,839
Corn, bushels.....	568,390	409,960	461,685	445,362
Oats, bushels.....	1,341,300	1,832,200	1,327,639	1,299,962
Barley, bushels.....	1,751,190	2,129,300	697,590	699,116
Rye, bushels.....	399,840	77,500	269,432	20,530
Flax Seed, bushels.....	33,600	21,600		12,000
Hay, tons.....	4,488	3,115	168	12
Flour, bbls.....	312,290	350,068	305,561	383,897

**MINNEAPOLIS**—Reported by H. W. Moore, Statistician of the Chamber of Commerce.

Articles	Receipts		Shipments	
	1911	1910	1911	1910
Wheat, bushels.....	13,726,750	11,727,200	2,011,070	1,515,370
Corn, bushels.....	382,050	685,440	144,440	398,730
Oats, bushels.....	845,920	2,427,380	403,260	1,669,160
Barley, bushels.....	3,502,630	3,312,240	3,405,650	1,923,780
Rye, bushels.....	450,360	198,020	74,590	101,210
Flax Seed, bushels.....	1,211,930	1,529,820	223,040	206,510
Hay, tons.....	4,200	6,080	900	1,630
Flour, bbls.....	41,436	34,235	1,635,773	1,500,005

**NEW YORK**—Reported by H. Heinzer, Statistician of the Produce Exchange.

Articles	Receipts		Shipments	
	1911	1910	1911	1910
Wheat, bushels.....	4,814,100		2,217,735	
Corn, bushels.....	385,900		891,453	
Oats, bushels.....	2,508,300		42,210	
Barley, bushels.....	426,905			
Rye, bushels.....	56,120			
Timothy Seed, lbs.....			bgs. 1,609	
Clover Seed, lbs.....			" 10,043	
Other Grass Seed, lbs.....				
Flax Seed bushels.....	38,623			
Hay, tons.....	28,862		bal. 23,519	
Flour, bbls.....	772,634		319,149	

**OMAHA**—Reported by F. P. Manchester, Secretary of the Omaha Grain Exchange.

Articles	Receipts		Shipments	
	1911	1910	1911	1910
Wheat, bushels.....	1,438,800	1,269,600	1,269,000	561,000
Corn, bushels.....	1,128,000	1,322,400	1,171,000	1,094,000
Oats, bushels.....	987,700	943,500	306,000	708,000
Barley, bushels.....	841,400	67,200	103,000	4,000
Rye, bushels.....	12,100	25,300	2,000	25,000



# ELEVATOR AND GRAIN NEWS

## ILLINOIS.

An elevator has been opened at Fletcher, Ill. J. Hattendorf will build an elevator at Union, Ill. Work has started on the new elevator at Savanna, Ill.

Work will soon start on the new Dole elevator at Avon, Ill.

The driveway to the Shellabarger Elevator at Beason, Ill., is being rebuilt.

B. S. Williams of Sheffield, Ill., has installed a gasoline engine in his elevator.

Lee Smith has sold his interest in the elevator at Mendota, Ill., to W. Gallagher.

Carpenters are at work on the new addition to the Hazenwinkle Elevator at Heyworth, Ill.

Work has commenced on an addition to the Neola Elevator located at Stillman Valley, Ill.

The Edlestein Hardware Co. is building a grain elevator near the Santa Fe tracks at Edelstein, Ill.

Twist Brothers, of Pawnee, Ill., will install two Hall Signaling Grain Distributors in their elevator.

Kaiser & Co., of Oakland, Ill., are planning extensive enlargements and improvements for next year.

Risser & Rolling, grain dealers at Bradley, Ill., have sold their coal business and yards to Luehrs & Sons, of Kankakee.

The Huegely Milling Co., of Nashville, Ill., has begun the construction of a 50,000 bushel elevator to be built of concrete.

The Turner-Hudnut Grain Co., of Pekin, Ill., has filed a certificate of increase in its capital stock from \$125,000 to \$250,000.

The Frazier Grain Co., Chicago, has opened its elevator at Norwood, Ill. William McReynolds of Gerlaw, Ill., is the manager.

R. Cox is putting a foundation under his grain elevator at Princeville, Ill. The elevator was moved to its present site a short time ago.

Graham Brothers, of Florence Station, near Freeport, Ill., are tearing down the elevator at that place and will build a new one immediately.

The Van Orin Farmers' Elevator and Supply Co., of Van Orin, Ill., has been incorporated with a capital of \$6,000. Joseph Braden, Mark Brown, and Fred Mollen are the principal stockholders.

The Elmore-Schultz Grain Co. of Ashland, Ill., has filed articles of incorporation. The new company is capitalized for \$50,000 and is incorporated by W. A. Thompson, John Schultz, V. C. Elmore and M. J. Murray.

The Springer Elevator Co., of Springerton, Ill., has been incorporated, with a capital stock of \$5,000, to deal in grain, hay and field seeds, by C. R. Barton, R. Barton, T. E. Barton and G. M. Barton.

Alvin Kaminky is building a grain elevator at Rollo, Ill. The new building will have a capacity of 15,000 bushels and will replace an old elevator which will be torn down as soon as the owner completes his new house.

W. T. Lane, recently lessee of the elevator at Lane, Ill., is building an elevator at Clinton, Ill. Work was commenced on the new building October 23. The new elevator will have a capacity of 20,000 bushels and will be completed in about a month.

The Model Mills of McLeansboro, McLeansboro, Ill., has filed articles of incorporation, and will conduct a general milling and grain business. The company is capitalized for \$25,000 and was incorporated by G. M. Schoemann, J. E. Daily, H. Anderson and J. W. Wright.

The Hartsock Elevator at Lane, Ill., has been sold to O. N. East of Cerro Gordo, and J. G. Boyce of Decatur, for \$5,500. The elevator has been under lease to W. T. Lane of Lane, and Edward Hendrix of Maroa. Possession was given to the new owners on November 1.

The Farmers' Elevator Company of Oneida, Ill., which has leased the George S. Dole Elevator at Oneida, will buy the house and remodel it taking possession January 1. The company has already built a new office and intends to increase the capacity of the elevator and install machinery of newer type.

The new 40,000-bushel elevator of the J. S. Ashbrook Seed Co., located at Mattoon, Ill., has been completed and opened for business. The building is of iron-clad construction, 142 feet long, 32 feet wide and about 70 feet high. The machinery is operated by small individual electric motors. The elevator contains nineteen bins, four wagon dumps, and a number of small bins for special feeds sold by the company. The elevator was built on the site of the one destroyed last spring. The old

elevator was owned by the Mattoon Grain Co. which has since passed into the hands of J. S. Ashbrook Seed Co.

The Farmers' Grain Company of Fairbury, has been incorporated at Fairbury, Ill., with a capital stock of \$20,000, to deal in grain and farm products. The incorporators are G. B. Crough, J. B. Scherz, B. W. Danforth and J. T. Cox. There are three elevators at Fairbury; and it is the intention of the new company to purchase one of them, or, if the deal cannot be made, to build.

A number of farmers about Bloomingdale, Ill., have organized the Bloomingdale Grain, Lumber and Coal Co. They will build and operate an elevator at Wilmet siding, about six miles from Bloomingdale. The incorporators will be George Siebert, George and Fred Wilmet, A. G. Davenport, J. S. Goodpasture, John Martinie and J. E. Miller. The elevator will be erected at once.

John Holbrook, recently of DuBois, Ill., has purchased the elevator at Ashley, Ill., formerly owned by the late J. P. M. Harrison, and remodeled it, installing a Clipper Cleaner No. 9, made by A. T. Ferrell & Co., Saginaw, Mich., Fairbanks Automatic Scales, turnhead, and other machinery. The elevator at DuBois has also been enlarged and the same styles of machines installed there, making both elevators modern and up-to-date.

Secretary S. W. Strong, of the Illinois Grain Dealers' Association, reports the following changes: G. W. Barnett Grain & Mercantile Co., succeeds C. W. Switzer at Atwater, Ill.; Walker, Vremont & Sparks succeed Puterbaugh, Walker & Co. at Mackinaw, Ill.; H. H. Moxley succeeds Brown & Moxley at Rosemond, Ill.; C. E. Stumbaugh succeeds Stumbaugh & Clark at Abingdon, Ill.; C. E. Davis succeeds the Farmers' Elevator Co., at Davis City, Ill.; A. F. Davis succeeds C. E. Davis at Dalton City, Ill.; Kime & Gibson succeed F. B. Huber at Nilwood, Ill.; George McElhiney succeeds J. T. Gelstrop at Midland City, Ill.; Edward Higgins succeeds Taggart & Stotter at Evans (Wenona post office), Ill.; Fred W. Moberly succeeds Shelbyville Grain Co., at Middlesworth (mail Shelbyville), Ill.; Fred W. Moberly succeeds Shelbyville Grain Co., at Henton (mail Shelbyville), Ill.; and Oscar Jones succeeds the Hartley Elevator Co., at Chrisman, Ill.

## MISSOURI, KANSAS AND NEBRASKA.

L. Wilson will build an elevator at Arnold, Neb. The new Keer Elevator at Asbury, Mo., is nearing completion.

The new elevator of the Kelso Grain Co., located at Cherokee, Kan., is completed.

The Exeter Elevator Co. has bought the Trans-Mississippi Elevator at Exeter, Neb.

H. E. Herrier of Pawnee City, Neb., has bought the elevator of B. C. Ragan at Valley Falls, Kan.

Work has commenced on the new elevator for the Detroit Elevator Co., at Enterprise, Kan.

J. L. Baker of Omaha, has sold his interest in the elevator at Beemer, Neb., to his partner, Edward Albright.

The machinery has been installed in the new concrete elevator of the Aetna Mill & Elevator Co., of Wellington, Kan.

The Lipscomb Grain, Seed & Coal Co., of Liberal, Mo., is planning the erection of two elevators, one at Liberal and the other at Irwin, Mo.

The Alley Grain Co., of Mercer, Mo., will open a station at Princeton, Mo. The company plans to erect an elevator at Princeton next year.

The Gieger Elevator at Robinson, Kan., is again in active operation after being thoroughly overhauled and having new machinery installed.

An application for the sale of the property of the Cherokee Mill & Elevator Co., of Cherokee, Kan., has been filed in the bankruptcy court at Fort Scott, Kan.

The Farmers' Elevator Co., of Morrison, Mo., has been incorporated with a capital stock of \$10,000. The chief stockholders are J. A. Speckhals, J. H. Starke and W. S. Toedman.

The Farmers' Co-operative Grain & Stock Company, recently formed at Coleridge, Neb., has leased the Saunders & Westrand Elevator for two years with the option of purchasing at any time for \$8,000.

A firm composed of J. B. Ruckert, L. E. Hobbs, J. W. McCanse, J. Henson, T. Henson, J. M. Skinner and George Renfro has bought the elevator at Mt. Vernon, Mo., which was sold under a deed of trust for \$3,775.

The Mammoth Milling Co. of Kansas City, Mo., a new concern, is planning to erect a large mill and elevator in the yards of the M. & T. R. R. at Kansas City. C. A. Wolaver, formerly of Muskogee, Okla., is the head of the new company.

G. E. Garrison's new elevator at Towanda, Kan., has been delayed in construction. Work had started on the elevator when Mr. Garrison was notified that the railroad track had to be moved twenty

feet, and consequently the building had to be commenced again in another location.

The elevator at Burning, Kan., has been sold to E. C. Carter of the Beaver City Mills, Beaver City, Kan.

Adamsville, Kan., is to have a grain elevator. Either the New Era Milling Co. or the Arkansas City Milling Co., both of Arkansas City, Kan., will erect a large elevator at Adamsville.

A charter has been granted to the Finney County Wheat Growers' Association, of Finney County, Kansas. The new company proposes to furnish seed wheat to the farmers who have no seed, taking notes in return or a lien on the next crop.

The Lawrence Grain & Produce Co. has been formed at Lawrence, Kan., and has taken over the business of W. H. Pendleton. Park Hetzel is president of the new company, W. H. Pendleton is vice-president, and Charles Elwell is treasurer.

The Golden Grain Company has opened offices in Hutchinson, Kan. J. S. Hoke is president, J. R. Welch, treasurer, and C. C. Smith, manager of the new company. The company has leased the old Robert Bailey Elevator on the Missouri Pacific tracks.

## OHIO, INDIANA AND MICHIGAN.

Rosston, Ind., is to have a new elevator before the first of the year.

O. M. Clark is building a large addition to his elevator at Cable, Ohio.

The Sandusky Grain Co. has moved into new offices at Sandusky, Ohio.

The Ohio Milling Co. will erect an elevator at Lupton, Mich., next season.

Robert Rogers has been making repairs on his elevator at Valley Center, Mich.

The Powers Elevator Co. is making extensive repairs on its house at Martin, Ohio.

The bean pickers commenced work at the elevator at Woodland, Mich., October 19.

The Grant Elevator Co., of Blaine and Jeddo, Mich., is building a coal house at Jeddo.

Work has begun on the foundation for a new elevator at Radley, Ind., to replace the one burned recently.

Samuel Jordan has sold the elevator at Vincennes, Ind., to his son, George M. Jordan, and Herman F. Piel.

The elevator and mill at Monroeville, Ind., owned by Ahr & Singer has been sold to an Ohio firm. The transfer will take place January 1.

Woodbury & Elliott, of Marion, Ind., will soon ask for bids for the erection of a large grain elevator on the site of the one recently destroyed by fire.

H. J. Rudolph has sold his elevator at Rudolph, Ohio, to Joseph Shinew of Prairie Depot and M. R. Kinney of Portage, Ohio. Possession was given about the middle of October.

Troyer & Yoder have sold their elevator at Shipshewana, Ind., to James A. Beecher & Co., who conduct the other elevator at Shipshewana. Possession was given October 20.

The Liberty Elevators, located at Liberty Center, Ohio, have been sold by Long & Anderson to John A. Wright, who will conduct the business under the name of the Co-operative Elevators.

Edward Lee & Son have sold the Monon Elevator at Frankfort, Ind., to Hurst Brothers Grain Co., who took possession October 30. Hurst Brothers operate a number of elevators in Ohio and Indiana.

The Cleveland Grain Co., of Cleveland, Ohio, is contemplating rebuilding its working house at Champaign, Ill. The company recently moved its general offices at Cleveland to 1202 Engineers' Building.

The Farmers' Co-operative Elevator Co., Sandusky, Ohio, has completed its new elevator and the machinery has been installed. D. P. Morse was recently elected president of the company and W. H. Quail was appointed manager.

The Vassar Farmers' Elevator Co., Vassar, Mich., has taken over the elevator and business of the Vassar Hay and Produce Co. Charles Harpham, who has been connected with the Hay and Produce Co., is manager for the Farmers' Co.

Henry W. Carr, formerly with the Saginaw Milling Co., is now the president of the Eureka Milling and Elevator Co., at Brown City, Mich. Mr. Carr and Charles Townsend, the manager of the new company, have purchased a plant worth \$30,000.

The directors of the Gibsonburg Elevator Co., Gibsonburg, Ohio, have been making a trip about the state visiting elevators. The newly organized company has not yet decided whether to build at Gibsonburg or buy the elevator owned by Zorn-Hornung Co.

G. W. Donahue, representing the Philip Smith Manufacturing Co., of Sidney, Ohio, has been superintending the installation of new machinery in the Allinger Elevator at Delphos, Ohio. The ele-



vator was thoroughly overhauled and some new machinery installed.

The Mhlethaler Co. is installing bean pickers in the new addition to its elevator at Port Hope, Mich.

Spellmeyer & Wunder have sold their elevator at Paulding, Ohio, to Harlan Brother of Hoopes-ton, Ill. The house formerly belonged to Ireton Brothers. The new owners took possession October 17. Mr. C. C. Harlan will have charge of the business at Paulding.

The Tawas Grain Co., which recently purchased the Schlechte Mill at Tawas City, Mich., will not mill flour, but intends to remove the machinery from the mill, with the exception of the feed grinding machinery, and convert the building into an elevator and storage.

#### SOUTHERN AND SOUTHWESTERN.

McAfee & Schramme are a new firm dealing in grain at Shelbyville, Ky.

Crowell Brothers, grain dealers at Alva, Okla., are installing new scales and making other improvements.

A. E. Childress & Co., of Temple, Texas, have filed notice of change of style to the Childress Grain & Elevator Co.

Linz Brothers will remodel and repair their elevator at Dallas, Texas. The cost of the repairs will amount to about \$3,000.

The Citizens' Warehouse & Transfer Co., of Louisville, Ky., has filed notice of change of style to the Central Warehouse & Elevator Co.

The Center Grain & Grocery Co., Center, Texas, has filed articles of incorporation. The capital stock of the new company is \$12,000, and the incorporators are J. J. Rushing, W. J. Owens and W. P. Owens.

The Fort Worth Elevator Co. has started building operations on a new elevator at Fort Worth, Texas. The new elevator will have a capacity of 150 cars of sacked grain and will be completed by January 1. The building will be of reinforced concrete 75 by 205 feet.

The Fayetteville Grain Co., of Fayetteville, Tenn., began business October 23, at the Bryson Warehouse. J. W. Hardin is manager of the recently organized business, and R. D. Thornton and D. G. Foster are associated with him. New machinery costing about \$3,000 has been installed in the warehouse and electric motors put in. The firm will handle all grains, but make a specialty of corn.

C. E. Munn of the Arkansas Corn Product Company will reopen the old T. H. Bunch Milling Company's plant at Little Rock, and will run it in connection with the elevator. Trade has fallen off at the elevator during the past two years owing to the closing of the mill and it is expected that the mill will boom trade for the elevator, which has been known in the past as the Iron Mountain Elevator.

#### EASTERN.

S. V. Osborn is building an addition to his grain elevator at Branford, Conn.

The Chester & Derry interurban electric railroad is repairing its elevator at Derry, N. H.

The Marine Elevator at Buffalo, N. Y., which had been closed all season was reopened October 30.

Stick & Co., of Lineboro, Pa., dealers in grain and feed, are building a large corn storage and shed.

A company has been formed at Dalton, Mass., known as the Dalton Grain Co. H. M. Farnum is manager.

C. A. Stone, of Oakville, Conn., is building a storehouse to be used in connection with his grain business.

Warren Bradbury and Burt Bradbury have purchased the property of the Hollis Center Grain Co. at Hollis Center, Me.

Frank G. Cover of Lowell, Mass., will shortly erect a grain storehouse at Lowell, which he will run in connection with the mill.

James E. Merrick & Co. have bought the grain business of Frank E. Smith, Amherst, Mass., who has conducted it for nearly twenty years.

Because of ill health F. S. Kirk has sold his grain business at Exeter, N. H., to H. H. Morrill and H. H. Kirk, who are conducting the business under the name of Kirk & Morrill.

The Empire Coal and Grain Co. has been incorporated at New York City, with a capital stock of \$250,000. The incorporators are Isaac Arker, Samuel Himmelstein and Eva Loudon.

The Husted Milling & Elevator Co., of Buffalo, N. Y., is again operating its plant after being closed down for a time while the power plant was being changed from steam to electricity.

The Kiesewetter Brothers' Company of North Bergen, N. J., has been incorporated with a capital stock of \$10,000. The company will deal in grain and feed and other supplies. The incorporators are

Ernest A., Louis F. and E. Kiesewetter, of Cecaucus, N. J.

Swain Brothers, grain and feed merchants, Troy, N. Y., were robbed of about \$100 by burglars who forced the safe in the office of the firm October 18.

The Chase-Hibbard Milling Co., of Elmira, N. Y., has begun the work of enlarging their elevator and warehouse in the Lackawanna railroad yards. Additions to the elevator will give it a total capacity of 6,000 bushels.

The Pennsylvania Railroad has announced that it will proceed at once with the erection of an elevator at Philadelphia, Pa. The site chosen is not the property of the company on the Delaware River below the Greenwich coal piers, as expected, but Girard Point. The elevators at Washington avenue, Philadelphia, and Girard Point, will be abandoned when the new elevator is completed.

#### IOWA.

Work has begun on a new elevator at Cumming, Iowa.

The new elevator at Morse, Iowa, is nearing completion.

The Neola Elevator Co. will erect a new elevator in Savanna, Iowa.

W. F. Johnson has sold his grain business at Cumberland, Iowa.

Farmers living in the vicinity of Williams, Iowa, have started an elevator company.

R. J. Moody has sold his elevator at Cedar, Iowa, to T. K. Moore and Charles Moore.

The old Heath Elevator at Rowan, Iowa, has been sold to the Rowan Bank by G. M. Frank.

It is reported that E. S. Yeisley and others have bought the Wells-Hord Elevator at Chelsea, Iowa.

The Nye-Schneider-Fowler Co. have a force of men at work on a new elevator at Blencoe, Iowa.

The Plymouth Milling Co. is installing a Hall Signaling Grain Distributor in its elevator at Seney, Iowa.

Henry Klipple of Gowrie, Iowa, has bought the Nyland Brothers & Williams elevator at Ogden, Iowa.

F. Hoese, of Merrill, Iowa, has secured a site and let the contract for a new grain storage at Craig, Iowa.

The Farmers' Elevator Co., at Pierson, Iowa, will equip their elevator with a Hall Signaling Grain Distributor.

E. T. Stratton has purchased the entire stock of the Coin Elevator Company, Coin, Iowa, including two elevators and the coal business.

The T. A. Smith Elevator at Traer, Iowa, has been sold to C. O. Hoff, who formerly was in charge of an elevator at Forest City, Iowa.

The Jackson Grain Co., of Cedar Rapids, Iowa, has amended its articles of incorporation to permit it to engage in a general farming business.

The farmers in the vicinity of Malcolm, Iowa, are considering the erection of an elevator at Malcolm. A company will be organized in the near future.

The Farmers' Elevator Co., of Grafton, Iowa, will push the work of building a new 25,000-bushel elevator to replace the one that collapsed about a month ago.

Carl Krueger, formerly manager of the Gilchrist & Co. elevator at Hawkeye, Iowa, has purchased the Gilchrist elevator at West Bend, Iowa, and taken possession.

The Farmers' Grain Co., of Cola, Iowa, is installing a twenty-five horse power Charter Gasoline Engine, new belts and new transmission rope in the elevator at Cola.

The foundation for the new farmers' elevator at Dunlap, Iowa, has been completed and the framework of the elevator is up. The house will be finished in a few weeks.

Moulton & Evans of Minneapolis, Minn., have been given the contract for the construction of a fireproof feed mill to be erected for the Trans-mississippi Grain Co., at Council Bluffs, Iowa.

W. F. Harris is building an elevator at Williamsburg, Iowa. Construction began last month. The new building will be of cribbed frame, on a concrete foundation and will be 24 by 24 feet and 75 feet high.

Thomas Faulkner is building a 15,000-bushel grain elevator on his farm near Pomeroy, Iowa. The elevator is 34 by 48 feet and 45 feet high and has a six-horse power gasoline engine to drive the machinery.

The G. P. Christianson elevator business at Randall, Iowa, has been sold to the Neel Grain Co., a concern composed of business men of Webster City, Kamrar and Des Moines, Iowa. The consideration of \$10,000 involved the taking over of the coal and tile business. The new concern is incorporated for \$20,000 and contemplates making additions to its

holdings. John H. Neel is the manager of the new company.

Anson & Flynn will build an elevator at Clarks-ville, Iowa, to replace the one recently destroyed by fire. The building will be completed in about a month.

R. B. Hendershot & Co., of Monroe, Iowa, have filed articles of incorporation. The new firm is incorporated by M. E. Hendershot and R. B. Hendershot with a capital stock of \$10,000, and will buy and sell live stock and grain.

The Farmers' Co-operative Grain and Live Stock Co., of Cedar Point, Iowa, has filed articles of incorporation. The company is capitalized for \$10,000, and was incorporated by J. L. Johnson, J. P. Mack, J. B. Mason and Chris Durow.

T. A. Stamen of Truesdale, Iowa, went before the state Board of Railroad Commissioners on October 25 to secure an elevator site at Truesdale. Mr. Stamen is interested in a co-operative elevator company that is planning to erect a large elevator in the near future.

The Iowa Grain Co., whose elevator at Titonka, Iowa, burned last month, will rebuild at once. The new elevator will have a capacity of 30,000 bushels, over twice the capacity of the old elevator. The new house will have extra compartments for timothy seed and flax and will have concrete floors and steel siding.

#### WESTERN.

A. J. Sallberg has sold his elevator at Odessa, Wash., to Andrew R. McNeil, for \$5,000.

The new elevator at Power, Mont., is completed. The railroad will place a portable depot at Power to handle traffic.

The Valley Mercantile & Lumber Co., of Mondak, Mont., have completed their elevator and have commenced to buy grain.

The Larwill Equity Union, Larwill, Wash., is planning to purchase or build elevators at Larwill, and will handle grain, hay and live stock, and deal in flour, feed and coal.

The Farmers' Elevator Co., of Lewistown, Mont., has started a new elevator at Colver, about ten miles from Lewistown. The elevator will be completed and handling grain before the end of November.

Three Forks, Mont., is to have a 50,000-bushel elevator next spring. W. R. Fleming of Mason City, Iowa, has been in Three Forks recently and assured interests there that he will finance the new company. Construction work starts Dec. 1.

The Johnson Elevator & Warehouse Co. has taken over the warehouse and business of the J. B. Fryer Co., at Carlton, Ore. About a year ago the Johnson company acquired the Howe elevator and warehouses at Carlton, and has since equipped them with modern machinery.

Balfour, Guthrie & Co., Tacoma, Wash., have opened their elevators on the Milwaukee waterway at Tacoma. The company planned to open these houses in the spring but owing to the tendency of shippers to hold their grain it was decided that the extra storage room was needed so the elevators were fitted with machinery and opened.

#### MINNESOTA AND WISCONSIN.

M. O'Neill opened the elevator at Blakeley, Minn., October 27.

An elevator will be built this coming spring at Beaver, Wis.

The Farmers' Elevator at Kenyon, Minn., has added new scales to its equipment.

Garret Hassing has purchased the Cargill Elevator and machinery at Easton, Minn.

Peter C. Ripp has built a large addition to his grain warehouse at Cross Plains, Wis.

The Empire elevator at Hutchinson, Minn., is being thoroughly overhauled and repaired.

A company is being formed for the purpose of establishing a grain elevator at Warroad, Minn.

The C. & O. Farmers' Grain and Elevator Co., Carlisle, Minn., has installed a standard scale.

Farmers about Lester Prairie, Winsted County, Minn., are organizing a co-operative elevator company.

The Shevlin Trading Co., of Shevlin, Minn., has leased the elevator at that place and is now buying grain.

The Newdall Elevator at Cobden, Minn., has been remodeled. The interior has been refitted and new scales installed.

The directors of the New Prairie Elevator Co., Walden, Minn., are considering bids for the erection of a new elevator.

A new farmers' elevator company has been organized at New Prairie, Minn., by the farmers between Starbuck and Cyrus. The organizers of the company are Ole S. Ronnie, N. S. Spangrud, O. E. Ramrud and others. A contract has been let for



the building of a 25,000-bushel elevator about a mile and a half from the town of New Prairie.

The Farmers' Elevator Co., of Olivia, Minn., have built a large addition to their elevator and will handle flour and feed.

McLaughlin & O'Halloran are making improvements on their elevator at Bixby, Minn. The building is being resided and repainted.

The contract for the new Farmers' Elevator at Kilkenny, Minn., has been let. The house will cost \$3,650 and will be completed December 1.

William Hoffman has sold a half interest in his elevator at Renville, Minn., to A. M. Holton. John Hoffman will have charge of the elevator.

The Dennison Farmers' Elevator Co., Dennison, Minn., has bought one of the local line houses and will engage in the grain business actively.

Farmers about Nerstrand, Minn., are agitating for a co-operative elevator. Several thousand dollars in stock has been subscribed already.

The farmers and business men near Erskine, Minn., are considering forming an elevator company and purchasing the M. & N. Elevator.

The Farmers' Elevator at Twin Valley, Minn., was sold at sheriff's sale the later part of October and was bought by the First National Bank of Twin Valley for \$1,575.

The Farmers' Elevator Co., of Roseau, Minn., is considering increasing its capital stock from \$5,000 to \$10,000, so as to allow more farmers to become patrons of the company.

M. Kramer, of Conde, S. D., is negotiating for the purchase of the Plymouth Elevator at St. Peter, Minn. The property is at present in the hands of the trustee in bankruptcy.

The new addition to the Speltz Grain & Coal Co.'s elevator at Hope, Minn., has been completed and a gasoline engine and a feed mill will be installed. A new Howe Scale has been installed.

The Hoffman Farmers' Grain Co., Hoffman, Minn., has been incorporated, with a capital stock of \$10,000 by William Torstensen, E. S. Peterson, F. E. Griswold, John Johnson and Peter Nordin.

Seventy-five farmers near Houston, Minn., have organized the Houston Co-operative Elevator Co., and will shortly incorporate it with a capital stock of \$25,000. Anton Forsyth has been elected president and J. A. Johnson treasurer.

#### THE DAKOTAS.

The new elevator at Pettibone, N. D., is now completed.

Two of the four elevators at Edmunds, N. D., have been closed.

John Byers opened an elevator at Woodworth, N. D., October 17.

The National Elevator at Thorne, N. D., will be removed to Devide County.

The house of the Farmers' Elevator Co., White Lake, S. D., is being enlarged.

John J. Mullaney has bought elevators at Vermillion and Mission Hill, S. D.

The Occident Elevator at Lansford, N. D., was recently opened for the season.

The Farmers' Elevator Co. of Clifford, N. D., has decided to install a grain cleaner.

The elevator at Pettibone, N. D., is completed and the machinery will be installed shortly.

The new farmers' elevator at Redfield, S. D., has opened for business and is buying grain.

Farmers about Scotland, S. D., have decided to organize a co-operative elevator company.

The Nye-Schneider-Fowler Company has commenced work on a large elevator at Winner, S. D.

The Farmers' Union Grain Co., of Pierre, S. D., has been incorporated with a capital stock of \$5,000.

The Farmers' Equity Union has let the contract for the erection of a large warehouse at Shields, N. D.

The firm of Lembecke & Beck has succeeded Swoyer & Lembecke in the grain business at Garretson, S. D.

The American Society of Equity is considering the advisability of erecting a new elevator at New Leipzig, N. D.

The Farmers' Elevator at Powers Lake, N. D., is completed and work on the National Elevator is well under way.

The Farmers' Elevator Co., of Bryant, S. D., has purchased the elevator property formerly owned by Larkin & Metcalf.

The Farmers' Equity Union of Shields, N. D., has let a contract for the erection of a large grain storage at that place.

The George C. Bagley Elevator at Buffalo Springs, N. D., is now open with R. S. Beattie of Minneapolis in charge.

The Farmers' Co-operative Association has completed arrangements for the erection of a new and modern grain elevator at Marion, S. D. The new

elevator will replace the old one the Association now occupies. The Association made a profit of 37 per cent last year.

The Atlantic Elevator Company has started work on a new elevator at Crosby, N. D., to replace the one destroyed by fire last spring.

C. J. Tollefson will reopen the Great Western Elevator at Stratford, S. D., which has been closed so far this season owing to the crop shortage.

The H. W. Schneider Elevator Co., of Salem, S. D., has recently sold its elevator property to a stock company composed of farmers living in and around Salem.

Gundert Brothers have recently traded their elevator property at Onaka, S. D., to DeMersseman Brothers of Cresbard for the DeMersseman Elevator at Tolstoy, S. D.

The Finley Farmers' Grain and Elevator Co. has been organized at Finley, N. D., with E. G. Quamme as president, and A. T. Strandness, E. H. Gilbertson, and O. H. Carlson as the other officers.

The loss on the Farmers' Elevator at Edgely, N. D., which was burned some time ago, has been adjusted and the full amount of the policy paid. The insurance was small compared with the loss, which was total.

The Imperial Elevator at Church's Ferry, N. D., is being taken down and will be shipped to Wild Rose on the Stanley branch. The house was formerly the property of the Red River Valley Elevator Company.

The farmers of Brown and Spink counties, N. D., have organized as the Farmers' Union Grain Co., with a capital of \$125,000 and headquarters at Stratford, N. D. The principal stockholders are F. D. Crandall, E. S. Nelson, W. E. Wallor, G. W. Dixon, F. J. Cross, R. J. McCaughey and E. K. Bierac.

The Empire Elevator Co. will rebuild the elevator at Millbank, S. D., as soon as the debris of the old elevator can be cleared away. The company made an effort to secure one of the other elevators at Millbank, but were forced to build. The new house will be practically the same size as the old one.

The Farmers' Grain Co., of Oriska, Barnes county, N. D., has been incorporated with a capital stock of \$50,000. The company is incorporated to buy and sell elevators, and deal in grain, lumber and building materials. The directors for the coming year are Louis N. Ravelling, of Valley City, Charles S. Rich, of Tower City, F. H. Marshall and J. J. Taylor of Oriska.

A new company has been incorporated to take over the property of the insolvent South Dakota Farmers' Elevator Co. The new company is being formed by George Dixon of Nahon, E. S. Nelson of Stratford, F. J. Cross of Randolph, and others. The plan is to pay the creditors of the old company 20 per cent of their claims in cash and the remainder in stock of the new company. The liabilities of the old company amount to about \$136,000.

#### CANADIAN.

Moses & Hackman are building an elevator at Ardath, Sask.

The I. C. R. Elevator at St. John's, N. B., is being overhauled for the winter season.

The Strome Milling Grain Co. has been incorporated in Alberta, with a capital stock of \$50,000.

It is rumored that the Canadian Northern Railroad will build another grain elevator at Port Arthur to duplicate their present one.

The Farmers' Co-operative Elevator Co., of Unity, Sask., has started work on a new elevator. This will make the fourth elevator in this two-year-old town.

Schuett, Sask., located in the Truax Valley, a town about two months old, is to have a large grain elevator. Work began on the house about November 1.

The Saskatchewan Grain Growers' Association will soon appoint a supervisor of construction. The company plans the construction of over a hundred elevators in Saskatchewan.

The Taylor Milling and Elevator Co. will erect a 30,000-bushel elevator at Nelson, B. C., next spring. It was the intention of the company to build the elevator last spring but the reciprocity election decided them to postpone building operations until the outcome was known.

The idea hitherto held that India can produce only weak wheats is erroneous. Strong free-milling wheats have been produced at the Pusa Government farm during the last three years and have been tested in England by a well known authority on questions connected with the milling and baking qualities of wheat, whose reports deservedly carry great weight. The combination of high grain quality and high yield in the same wheat has been brought about at Pusa by modern plant-breeding methods.

[Special Correspondence.]

#### THE TRADE NEWS OF TOLEDO.

BY E. T. BAKER.

The Ohio wheat acreage will be somewhat less next year than it was this. Farmers generally throughout the state adopted the plan of planting their seed late, in the hope that they might thus avoid the ravages of the Hessian fly. Before they had completed their seeding there came a prolonged period of rainy weather which made the work impossible, with the result that oats and corn will perhaps have a larger acreage and wheat will be correspondingly less plentiful. Growing plants however are in splendid condition and well prepared for the coming of winter weather. No complaints are heard from any source.

A very nice business is being done in wheat at Toledo, receipts for the week ending Nov. 9, aggregating 137,000 bushels, which included a cargo received by the National Milling Co. from Duluth. Business is suffering but little from lack of storage room at this time, although the effect of the unusual congestion of the past few months is still being felt. Scattered mills have been in the market for fair quantities of wheat during the past few days and the demand appears to be growing stronger as time passes. This is taken to mean that their stocks have been reduced and that the supply in their immediate neighborhoods available for use at this time is in many instances exhausted. A number have been forced to the larger grain centers for supplies; and to meet these needs Toledo has shipped out during the past week a total of 52,500 bushels. The public wheat stocks here increased last week 27,137 bushels to a total of 1,889,679 bushels of which 1,424,794 bushels grades contract. Cash wheat is now quoted here at 97 cents, December at 97½ cents, May at \$1.02¼ and July at \$0.96½.

There has been an active movement of corn from first hand recently and small holders are unloading liberally in an effort to make room for the new crop. Total receipts of the past week have amounted to 93,700 bushels, with shipments aggregating 26,700 bushels, the bulk of which has gone to supply the Eastern demand. There is still practically no corn here, estimates placing total stocks at 8,552 bushels. Very little new corn is coming in but the small amount which has been received gives every indication of a highly satisfactory condition so far as quality is concerned. Moisture tests show from 22 to 26 per cent, but this condition will be speedily remedied by a few days of good drying weather and a couple of good freezing spells. It is expected that new corn will be coming into this market in good volume within the next few weeks. Cash corn is quoted at, new \$0.65½, old \$0.75½, December \$0.64½, May \$0.63½, July at \$0.66½.

A strong Eastern demand for Ohio oats decreased the local supply last week 38,371 bushels to a total of 340,932 bushels, of which 29,318 bushels grades contract. Receipts for the week amounted to 39,000 bushels and shipments during the same period were 47,600 bushels. The movement from first hand has been a trifle light, farmers evidently preferring to dispose of their old corn thus securing bin room and at the same time raising funds to meet taxes and holiday expenses. Cash oats is selling at \$0.48¼, December \$0.49¾, May \$0.51¾ and July \$0.47¾.

An effort is being made with splendid prospects of success to land the next meeting of the Ohio State Millers' Association in Toledo. The meeting will be held on November 23-24 and promises to be of unusual interest.

A new grain elevator company has been organized at Gibsonburg, O., to be operated by a stock company composed of farmers. Following are officers: President, J. F. Sherrard; secretary E. J. Taylor; treasurer, August Smith. It is not yet definitely determined whether the new company will take over the plant of the Zorn-Hornung Co. for which it is negotiating, or will build a new elevator of its own.

F. O. Paddock, David Anderson and C. S. Coup, representing the Toledo Produce Exchange, have returned from Chicago, where they attended a meeting of the managers of the Central Traffic Association lines. The purpose of the visit was to secure more satisfactory freight rates on grain shipped from Toledo to Atlantic seaboard points, the claim being made that Toledo is being discriminated against in the matter of freight rates. Up to a few years ago Toledo enjoyed a rate of 78 per cent of the Chicago rate, but for the past few years this rate has been increased to the detriment of the Toledo market. An effort is being made to secure relief in the matter and the proposition is looked upon with favor by all in attendance. "We outlined our position and the disadvantages under which Toledo is trying to do business," said F. O. Paddock, chairman of the Toledo delegation. "When we presented our case the traffic managers without exception acknowledged the merit of our stand. They appeared firmly convinced that we are tied up more or less by red tape under present transit rules." It is expected that relief of some sort will



be granted, but when or what form it will assume is not definitely known. The matter of freight rates has proven one of the greatest handicaps to the Toledo grain business, and it is safe to assume that with a fair adjustment the volume of business will be largely increased.

The Barber Milling Co. of Indianapolis has instituted a patent infringement suit for \$40,000 in the federal court against Joseph Loudenslager of Tiffin, O. The bill of complaint asks for an accounting of the profits alleged to have been secured from a brand of flour and that an injunction may issue restraining its further manufacture.

W. W. Cummings has accepted a position as assistant cashier of the Spitzer-Rorick Trust & Savings Bank which recently opened its doors in the Nicholas Building, Toledo. Mr. Cummings was formerly with the Coon Grain Co.

A new concern to do a wholesale grain and hay business in Toledo was recently incorporated under the firm style of the Bell-Tracy Co. The company has a capital stock of \$10,000.

Mrs. Charlotte Meredith Bellman, for half a century a resident of Toledo, died recently at her home in this city. She was the widow of William H. Bellman, formerly for many years prominent in the grain commission business in this city. Her husband preceded her several years.

The Toledo Produce Exchange was closed down all day Tuesday, Nov. 7 on account of the election.

Philip Fortman, a prominent grain merchant and elevator owner at New Weston, O., was married to Miss Agnes Lynch of St. Mary's.

Roll Christman of the Christman Milling Co. of Bryan, O., recently went to Chicago where he took the Pasteur treatment for the prevention of hydrophobia. He was bitten by a pet collie which had developed distinct signs of rabies.

An agricultural special will be run over sections of the Wabash railroad in Northwestern Ohio on November 15-16. Professors Alfred Vivian A. G. McCall, O. M. Johnson, W. H. Allen and Mr. C. H. Allen of the Ohio State University will deliver talks on the question of seed corn selection, storage and testing, soil improvement and sugar beet culture. Elementary lectures on agriculture will be delivered by other speakers. All lectures will be illustrated.

[Special Correspondence.]

## BOSTON GRAIN AND FLOUR NOTES.

BY L. C. BREED.

The following individuals and firms have recently been admitted as members of the Boston Chamber of Commerce: H. O. Hont, hay and straw; W. H. Jennings of Plumer-Jennings Grain Co., New Bedford, Mass.; L. H. McCallister, grain and feed, Mechanic's Falls, Me.

Hugh Bancroft, son of Gen. W. A. Bancroft, president of the Boston Elevated Railway, is reported to have Gov. Foss' preference for the position of the head of the newly created board of directors of the Port of Boston, which carries a salary of \$15,000 per annum.

At a meeting recently held in Boston under the auspices of the New England Demurrage Committee, at which 200 members, representing all the New England states, were present, there were also railroad officials connected with all the principal lines in this territory, who made addresses and assured the members of their approval and support of the office of demurrage commissioner. They agreed that a national uniform demurrage code would be an injustice to New England shippers, as well as to the carriers, unless modified to meet local conditions. A resolution was adopted declaring the retention of the office of demurrage commissioner essential. A second resolution, which was carried, endorsed the desired changes in the present code to meet shipping conditions peculiar to New England shipments.

J. A. Simpson has been elected president of the Under-Forty Division of the Chamber for the coming year. Geo. W. Pratt has been elected vice-president. This is an organization of the younger members.

Arthur W. Jordan, grain merchant and member of the Chamber, died suddenly on Oct. 24.

The Union Grain & Hay Co. of Cincinnati has bought three automobiles for the use of the city salesmen. This is the first of the big grain and hay companies there to discard the use of the horse and buggy.

Consul General A. M. Thackara reports from Berlin that Germany had 5,736,082 farms in 1907, the total area being 78,665,370 acres, an average per farm of about 13.7 acres. There were 2,731,055 farms containing less than 1 hectare (2.47 acres); 2,306,529 contained 1 to 10 hectares; 674,932 from 10 to 100 hectares; 23,197 from 100 to 1,000 hectares; and 369 contained over 1,000 hectares. The farms held by the peasantry comprise 69 per cent of the total area, other small holdings 5.5 per cent, and the large estates 25.5 per cent. It is estimated that 88 per cent of the land tilled by German peasant farmers is owned by them.

## COMMISSION

Baird & Botterell of Winnipeg, Man., have established offices in Regina, Moose Jaw, and Calgary.

Raymond P. Lipe Co. of Toledo, Ohio, have opened a branch wholesale and retail grain and hay office at St. Albans, Vt.

Notice of the order of dissolution of the Files-Greathouse Grain Co. of Indianapolis, Ind., as a corporation has been announced.

L. F. Gaes, a member of the firm of Lamson Bros. & Co. of Chicago, left recently for his Indiana farm, where he will spend a few weeks recuperating.

Jacob Schreiner of St. Louis, Mo., has quit the brokerage business in the Chicago Board of Trade and has made a connection with King, Farum & Co.

H. D. Metcalf, a well known grain man with offices in Winnipeg and Montreal, was suspended recently by the Chicago Board of Trade for alleged failure to make good his accounts.

William H. Klein, who has been connected for years with the Early & Daniel Company of Cincinnati, Ohio, has taken charge of the retail sales department of the Union Grain and Hay Company.

Lamson Bros. & Co. of Chicago have taken over the business of the A. Fahlenkamp Grain Company at Sioux City, Iowa. W. G. Kelly, until recently manager of the company's office at Bloomington, Ill., is in charge.

Sam Finney, grain merchant on the Chicago Board of Trade, was forced to suspend business recently on account of the severe slump in wheat prices. Liabilities, it was stated, would amount to less than \$10,000.

The members of the firm of D. R. Patton & Co. of Superior, Wis., closed their office recently and departed for parts unknown. They had been in business but a short time, coming to Superior, it was alleged, from Wichita, Kan.

The Elmore Schultz Grain Co. of Ashland, Ill., has been incorporated with a capital stock of \$50,000 to carry on a general grain business. The incorporators are W. A. Thompson, John Schultz, V. C. Elmore, and M. J. Murray.

Harvey Williams of Chicago on his recent vacation navigated the Mississippi River from the delta at New Orleans to the river's source in a 38-foot launch. He was accompanied by P. J. Cassidy of C. E. Lewis & Co. of Minneapolis, Minn.

Joe F. Coppock, recently in the grain business at Indianapolis, Ind., has formed a stock company with a capital of \$200,000 to engage in the wholesale shoe business. The plans of the company are to eventually start a factory for the manufacture of shoes.

Stuart Logan, son of Frank G. Logan, founder of the present firm of Logan & Bryan, of Chicago, Ill., has become a member of the firm. Frank G. Logan retired from the firm in July, 1901, and the present members are Ben B. Bryan, J. G. Lonsdale, R. W. McKinnon, T. J. Brosnahan and Stuart Logan.

It is said that Sidney C. Love, former famous broker of Chicago and New York, and until recently attempting to recuperate his fortunes in the West, has been left a considerable sum by an uncle in Texas and will remove from his present sojourn at Baker, Ore., to the scene of his former operations.

Pringle & Wing of Chicago early in November transferred their open trades to A. V. Booth. Many of their customers were long on the market on the decline and the action was taken to protect themselves and their customers. It was asserted that their assets would exceed their liabilities by about \$20,000.

William H. Kipp, Jr., formerly of the firm of Forbell & Kipp of New York City, has embarked in the grain, commission and brokerage business with offices in Room G, 3 Produce Exchange, New York. Mr. Kipp has had many years' experience in the grain business and starts out with the good wishes of very many friends in the trade.

John M. Ernst of Mattoon, Ill., recently filed a petition in bankruptcy. The assets are given at \$30,070, consisting of elevators and grain, coal bins, stocks of coal and wood and residence property effects. Liabilities are stated at \$39,200. Thirty-eight farmers, brokers and others have claims aggregating \$20,000, the other creditors being the First National Bank of Mattoon and the First National Bank of Humboldt.

The Kirwan Bros. Grain Co. of Baltimore, Md., went into forced bankruptcy November 10. Henry C. Hindes, treasurer of the company, and William E. Marshall, a clerk, were indicated on the charge of getting \$2,500 from the First National Bank on forged bills of lading. It was also stated that the operations of the men extended over a term of years and that the bank has lost from \$35,000 to \$50,000 through them. Both Emery and Walter Kirwan were well known in the western trade as well as east, and had been in business at Baltimore

about twenty-five years, and none of their friends are ready to believe they had part in the frauds in question.

The disappearance of the members of the firm of D. R. Patton & Co., commission merchants at Superior, Wis., has excited quite a little comment. The firm left no obligations in Superior, but it is not known whether others are involved or not. The firm came originally from Wichita, Kan., and established offices in Superior last August.

Changes of importance were made in the firm of L. Bartlett & Son Co. of Milwaukee, Wis., in September. H. H. Peterson, who has been with the firm for a number of years, became president of the company, E. H. Heimke, who has been with the firm for ten years, became secretary, and Peter Peterson, who has a record of twenty years with the firm, was elected treasurer.

Minority stock holders of Chapin & Co., a well known grain firm, with offices in Boston, Philadelphia, Buffalo and Minneapolis, recently began an action at court to have a receiver appointed for the company, alleging that the firm was solvent, but that the management was reckless and incompetent. The action was instituted by Geo. B. Norris, J. E. Geraghty and W. J. Cohen, all of Minneapolis, Minn., against President R. W. Chapin and Secretary-Treasurer C. J. Chapin, manager in Milwaukee, who, it is alleged, represent the majority stock holders and control the board of directors. The petition was refused.

## THE FALL CORN SHOWS.

The annual stock show at South St. Paul now in progress (Nov. 14-17) is varied by an extensive exhibition of grains and grasses of the Northwest.

The annual Maine Corn and Fruit Show was held at Portland on Nov. 6-13. A part of the program consisted of numerous addresses, among which were those on "Clover," by Dr. W. P. Brooks of the Mass. Expr. Station; "Corn Growing," by Prof. J. A. Ford, Mass. College of Agr.; "Oats," by Dr. Raymond Pearl of the Mass. Station; "Methods of Seed Improvement," by L. H. Newman, Ottawa, Sec'y Canadian Seed Growing Ass'n.

The Southern Corn Palace of the Alabama Agr. and Industrial Exposition at Montgomery, was a striking and important object lesson to corn growers in that state. The Palace was the creation of Profs. L. N. Duncan and J. B. Hobdy, who are in charge of the Boys' Corn Club work in Alabama, under the joint auspices of the United States Department of Agriculture and Auburn College; and through the efforts of these men and B. L. Moss and Jesse M. Jones, state and local agents, respectively, of the Farmers' Co-operative Demonstration Work, United States Department of Agriculture, it has been pushed to completion.

The Massachusetts Corn Show was held at Springfield on Nov. 7-9 and was an entire success in every way.

The Atlanta Corn Show will be held in the Auditorium on Dec. 6-8 under the auspices of the Chamber of Commerce. The premium list will be worth several thousands of dollars in cash and implements.

The Ohio Corn Show will be held on January 16-19, but the location has not yet been determined upon by the Ohio Corn Improvement Association, managers and promoters of the exhibition.

The Vermont Corn Show will be held at Windsor on Nov. 24 and 25 by the Windsor County Y. M. C. A. in co-operation with the Vermont Agricultural College, and the state Commissioner of Agriculture.

The Kentucky Corn Growers' Association Corn Show will be held at Louisville on January 2-5.



UNCLE SAM HITS THE BULL.

At least that's the reason given for the break in wheat, but—

Wheat got some hard knocks this week. The government "rapped" it, bears "pounded" it, many of its friends "shook" it, and if one can believe in the reports, its very best friends (Lichstern and Armour) also "hit" it by selling both cash and futures freely, and offering cash wheat at lower prices than the market warranted.—J. F. Zahm & Co., Nov. 4.



## THE EXCHANGES

The directors of the Chicago Board of Trade's last bid for a membership certificate for retirement was \$2,200 on Oct. 23.

The Omaha Grain Exchange will have an election of directors on Nov. 15; and the caucus named C. H. Wright, John Caners and Frank Brown as candidates.

The president of the Chicago Board of Trade has been authorized to appoint three delegates to the annual meeting of the National Board of Trade in Washington, Jan. 16 to 18, 1912.

The following deaths of members of the Milwaukee Chamber of Commerce occurring during October, are reported: S. B. Humphrey, Oct. 8; Aug. Uihlein, Oct. 11, and Joachim Seefeld, Oct. 29.

The Milwaukee Chamber of Commerce committee engaged in soliciting subscriptions for the Black River Falls Relief Fund had at Nov. 1, raised \$4,338. The committee expects to raise about \$10,000.

Winnipeg has "new" and "old" style contracts; one makes three northern deliverable at eight cents discount on the new style. Old style was ten cents. Contracts give you the new style on fresh orders unless old style is specified.

Telegraph instruments on the floor of the St. Louis Merchants' Exchange have been muffled to head off "pikers"—telegraph readers who were able having heard arriving quotations, to make use of them in the brief interval before they appeared on the blackboard.

Antwerp, Belgium, has inaugurated official trading in futures. Heretofore this market has been a cargo market as far as price changes are concerned. American prices of both wheat and corn for opening and closing will be cabled from New York direct.

At the annual meeting of the Indianapolis Board of Trade on Oct. 30, the secretary's report was read, showing that the Board's year just ended was the best in its history. The receipts of \$91,570 were an increase of over \$9,000; \$14,000 of preferred stock had been retired; and the surplus increased to \$55,184.

The St. Louis Merchants' Exchange has caused a bill to be introduced in the St. Louis City Council, the object of which is to authorize Exchange supervision, or operation, of team track scales for hay, grain, etc., the one irritating spot of the weighing system of the city, in which the Exchange and shippers to its members are interested.

E. Wilkinson, one of the excise commissioners and president of the Western Grain Co., has resigned his position as president of the Birmingham Grain Exchange, stating that pressure of business as member of the excise commission and his private business prevented him from continuing as president of the Exchange. He has been president for the past ten months.

The San Francisco Merchants' Exchange and other commercial organizations of that city have been merged into a new organization under the name of San Francisco Chamber of Commerce. The grain business will be handled by an Association in the Chamber of Commerce, the name of which will be the Grain Trade Association of the San Francisco Chamber of Commerce.

The Young Men's Club of the Chicago Board of Trade dined at the La Salle hotel on Nov. 9. L. Harry Freeman and James J. Townsend were the principal speakers. Mr. Freeman took as his topic: "What are we scared about, and why?" He discussed the various scares that the trade has encountered in the past twenty years, all of which it has survived, and gave the young men some good advice.

### MR. STEWART AUCTIONEERS.

The call on the Pittsburgh Grain and Flour Exchange at Pittsburgh, Pa., takes place in the Grain Exchange trading room, Wabash Building, daily at 11:15 a. m., and lasts until about 11:45. It is for the nominal purpose of taking the pulse of the market, getting quotations on what stuff is worth, and often sales are made. Nearly all the members of the Exchange meet at that hour; sample pans of the grain to be sold are displayed on a large table at one end of the room; and parties who have grain to sell list the same with one of the members, who is known as the auctioneer.

Auctioneers are both born and made. Nearly all of the members of the Exchange serve as auctioneer at one time or another and all have developed clear voices, ready wit, and rapid firing repartee, as indeed should be the stock in trade of all good auctioneers.

Well, at the time this story begins, it was 11:15 of a recent morning, and R. S. Martin of Herb Bros. & Martin was about to rap for quiet preparatory to assuming the duties of auctioneer, when D. G. Stewart of D. G. Stewart & Geidel appeared in the doorway. Now, Mr. Stewart, although one of the oldest grain men in Pittsburgh, whose name has

been associated with the Eastern grain trade since only the wisest knows when, is now first vice-president of the National Bank of Western Pennsylvania and spends most of his time at the Bank, leaving J. A. A. Geidel to take care of the grain end of their business. Nor does he put in an appearance often at the "call." It was whispered to the writer that he had not previously been there since June, 1910. Yet he was received with great acclaim, and nothing would do but Mr. Martin must escort him to the table, deliver him the gavel and bestow upon him the full rank and insignia of auctioneer of the day. And Mr. Stewart gracefully assumed the place. He became a sure-enough auctioneer, as if to the very manner born. He wielded the gavel and he smote the air; and his "Come on, boys, what am I bid for this car of 2 white oats?" was as seductive as a window of chocolates to five-year-old kids. And he made sales, too. He sold a car of 2 white oats at 50½ to D. G. Stewart & Geidel for Herb Bros. & Martin and a car of No. 1 timothy hay at \$22 for the year's delivery to S. R. Patterson for H. G. Morgan & Co., and so on. It was great!

After the "call" was over, Mr. Stewart was able to greet his friends and members, who expressed the hope that such a long time would not lapse before his next appearance on 'change.

### NEW OFFICERS AT MINNEAPOLIS.

At the annual meeting in October of the Minneapolis Chamber of Commerce, the following officers were elected:

J. R. Marfield, president; F. B. Wells, first vice-president; F. M. Crosby, second vice-president.



J. R. MARFIELD.

Mr. Marfield is the head of the Marfield Grain Co., a large and representative firm, and is personally widely known to the grain trade of the United States, in which he occupies a prominent position and by whom he is recognized as a broad-minded and able grain merchant, and a polished gentleman.

### CHANGES IN EXCHANGE MEMBERSHIP.

Chicago.—Sec'y Geo. F. Stone reports the following new members of the Chicago Board of Trade in October: E. M. Markwald and Lewis E. Howard; and the following transferred memberships: Thos. L. Costello and Geo. P. Braun.

Cincinnati.—Supt. W. C. Culkins reports the following new members of the Chamber of Commerce, elected on Nov. 9: Charles W. Fisher, of Chas. W. Fisher Co., metallic office devices, 52 Perin Building; Leonard Wm. Fey, grain, hay and feed, 742 W. Fourth Ave.; George W. Cleveland, of Cincinnati Fire Prevention Bureau, 1403 First National Bank Bldg.; N. Raymond Meyer, of H. H. Meyer Packing Co., Linn and Central Ave.; Ephraim E. Dannemann, broker, flour and feed, 111 E. Pearl; Burtis S. Gale of Gale Bros. Co., grain, Third and W. Front Sts.; James Manson Bradford, of Hoosier Grain Co., Indianapolis; J. S. Moses, commercial agent, Cincinnati Northern R. R., 116 Ingalls Building.

Duluth.—Sec'y Chas. E. MacDonald reports that Peter S. Larcoski and Sam. Hoover have been admitted to membership in the Duluth Board of Trade and the membership of Finley Barrell transferred.

Kansas City.—Sec'y E. D. Bigelow reports that John F. Eubank has been admitted to membership in the Kansas City Board of Trade on transfer from E. H. Seaver.

Milwaukee.—Sec'y H. A. Plumb reports the following changes in membership in the Milwaukee Chamber of Commerce during the month of October, 1911: Newly admitted members—Wm. H. Os-

borne, Robert E. Tearse, W. O. Sholes, Robert W. Harper. Transferred membership—Edwin A. Graff, Jr.

Minneapolis.—H. W. Moore, statistician of the Minneapolis Chamber of Commerce, reports following members admitted to that exchange during October, 1911: A. G. Huhn, O. V. Small, J. A. Mattison, J. M. Johnston, L. J. Bowman, H. C. Harding, M. W. Sowle, P. E. Stroud, W. C. Affeld, Jas. Carruthers; Jas. E. Phelan, Chas. R. Fowler and Z. K. Stacks.

New Orleans.—Sec'y H. S. Herring reports that Chas. W. Heuer, grain and hay dealer, has been made a member of the New Orleans Board of Trade.

Peoria.—Sec'y John R. Lofgren reports that R. C. Baldwin, manager of the Baldwin Grain Co. of Bloomington, has been made a member of the Peoria Board of Trade.

Toledo.—Sec'y Archibald Gassoway reports that H. C. Dachsteiner has been made a member of the Toledo Produce Exchange and that L. Sloan, Grelton, O., has resigned.

The members of the Pittsburgh Grain and Flour Exchange, Pittsburgh, Pa., gave a stag smoker and entertainment at the Grain Exchange rooms in the Wabash Building on the evening of November 8 at 6:30 o'clock, to the grain trade of western Pennsylvania. About 200 grain dealers were in attendance, and the affair was enjoyable throughout. Included in the entertainment features were vaudeville sketches by the Wagoner Quartette, George Spedden, Schaffer Sisters, George S. Hall and H. W. Klein.

The St. Louis Merchants' Exchange on Oct. 30 voted down the proposition to abolish the differential against hard wheat, which provides that hard wheat may be delivered on contracts for future delivery only at a deduction of 3 cents a bushel from the delivery price, which is based on soft wheat. A two-thirds majority was required to amend the rules, and the vote fell far short of that. It was 126 for to 224 against in a total of 350 votes cast. A considerable portion of the cash grain and elevator men were in favor of placing hard wheat on a parity with soft wheat on the theory that it would broaden the St. Louis market and bring more hard wheat to the market. The opposition argued the change would destroy the soft wheat market and not materially build up the hard wheat market. The same proposition was voted down several years ago.

### BARLEY MARKET.

Somers, Jones & Co., barley specialists, Chicago, under date Nov. 10 say: The barley market has lately shown considerable strength, the result of the heavy buying in anticipation of eventual scarcity, following the extreme shortage in the crop this season. Values have advanced from 5c to 10c per bushel during the past two weeks and price records have again been broken, fancy quality selling as high as \$1.28.

Malting barley at present ranges from \$1.05 to \$1.28, mainly \$1.10 to \$1.22. Feed qualities are in moderate supply, the bulk of the low grades going for malting purposes. Strictly feed sells at from 85c to 90c and the better qualities of feed at from 90c to \$1 mainly. A large proportion of the arrivals lately has been of coast barley. The trade has bought this character of barley freely and supplies in the Far West are about exhausted. Local buyers have bought as freely as their bin and elevator room has permitted and are so generally of the opinion that supplies will become too light to carry the trade to the end of the season that they expect to stay in the market to the fullest possible extent while the grain is to be had.

The movement so far in the crop year—August, September and October—shows an excess in the four principal markets—Chicago, Milwaukee, Minneapolis and Duluth—of nearly eight millions of bushels as compared to the corresponding period last year. A fair proportion of this excess is no doubt the Coast, or so called "Western," barley, but a large part of it is the result of high prices, which to an unusual extent have forced out barley from the northern Minnesota and North Dakota territory especially.

Reports generally agree that country holders have sold their barley more closely than usual and that farm reserves are the lightest for so early in the history of the trade. This, the high prices obtainable for the entire season, is not to be wondered at. We have no doubt whatever that the movement during the winter will be light and that buyers will find it difficult to obtain needed supplies. We would not be in the least surprised to see a further material advance in values, possibly as high as \$1.50 per bushel. These high prices would make it possible to bring in Canadian barley, despite the high duty thereon. The fact is, however, that the Canadian barley is of unsatisfactory malting quality this year, so much so that maltsters in the states will probably take little or none of it unless absolutely compelled to do so by the scarcity of supplies of better quality in other directions.



## ASSOCIATIONS

Secretary Smiley reports that the following individuals and firms have made application for membership to the Kansas Grain Dealers' Association during the last month: M. H. Taylor, Hewins, Kans.; Stauffer & Cormack, Columbus, Kans.; H. E. Herries, Valley Falls, Kans.; Bruce Carlson, Americus, Kans.; Grubb-Hamacher Grain Company, Scandia, Kans.; Superior Corn Mills, Superior, Nebr.; Elliott & Myers, Superior, Nebr.; J. W. Pinney, Scandia, Kans.; Jansen Sons Milling & Grain Company, Nelson, Neb.; Alfalfa Products Company, Superior, Nebr.; Golden Grain Company, Hutchinson, Kans.

Secretary Strong reports the following new members of the Illinois Grain Dealers' Association admitted during the month of October: Kime & Gibson, Nilwood; Conlin Bros., DeKalb; Mulligan Bros., Capron; R. W. Noble, Bethany.

Sec'y J. Vining Taylor reports the following new members and renewals of membership in the National Hay Association since the previous report was made: Omer Hebert, hay buyer, Yamaska, East P. Q.; Alliance Alfalfa Hay Co., shippers, Lamar, Colo.; C. S. Briggs, dealer in alfalfa hay, Fowler, Colo.; Dickey Bros., dealers, 1447 Md. Ave., N. E., Washington, D. C.; Cumberland Liberty Mills Co., wholesalers, Jacksonville, Fla.; M. M. Freeman, & Co., Chicago; D. A. Bowen & Co., shippers of prairie hay, Vernon, Kas.; Albert Gray, shipper, R. F. D. No. 2, Iola, Kans.; J. H. Turner, wholesale hay, 451 W. Douglas Ave., Wichita, Kans.; Johnson Bros., wholesalers, Perryman, Md.; Escanaba Produce Co., shippers of hay and grain, Escanaba, Mich.; E. I. Humphrey, shipper of hay, Grand Ledge, Mich.; Theo. B. Basselin, shippers of hay, Croghan, N. Y.; G. B. Robinson, Jr., wholesaler, 18 Broadway, New York; A. Whitney, shipper of hay, grain and seeds, Ohio City, O.; Lenapah Grain and Hay Co., dealers in grain and hay, Lenapah, Okla.; S. K. Chambers & Bro., dealers in hay and feed, Elkview, Pa.; Dixie Grain Co., wholesale, Shelbyville, Tenn.; Parkersburg Brokerage Co., brokers, 108 Third St., Parkersburg, W. Va.

### WABASH DISCRIMINATION ENDED.

Secretary Strong of the Illinois Association, reports in relation to the discrimination in Buffalo bids to shippers on the Wabash system, that such discrimination has been disposed of by the opening of the New Haven, Ltd., gateway. This announcement will be most satisfactory to shippers affected.

### CONFERENCE AT LIMA.

There will be a conference of the millers and elevator operators of northwestern Ohio, northeastern Indiana and southeastern Michigan in Lima, on Friday, November 17. The country shippers have been entertained by various receiving markets in times past, and now they are going to do the entertaining themselves. An entertainment committee has been appointed and arrangements are being made to give a complimentary dinner and good entertainment to all who attend this meeting. All are invited.

### TEXAS ASSOCIATION GROWING.

Secretary Gibbs in a circular letter dated October 28, says:

"I have been delayed in getting out the revised list of members, but will be able to mail you copies of same in a very few days, as the matter is now ready to be delivered to the printer.

"It pleases me very much to advise you that we now have the largest list of active members enrolled since I was elected as your secretary, and I continue to receive inquiries from dealers who express a desire to join us. In this connection, I will be glad to have you call attention of desirable dealers to the work of the Association. I am doing my best to get all worthy grain men to join the Association, but the members can help in this work very greatly. If you know of desirable material, and will so advise me, I will write the parties."

### MEETING AT DAYTON, OHIO.

A meeting of Ohio dealers was held at Dayton, Ohio, on October 17, to organize a local association, taking in dealers in and contiguous to Dayton, Piqua, Troy, Tippecanoe City, Sidney, St. Paris, Conover, Fletcher and other cities to the north of Dayton.

Among those participating in the meeting were M. W. Miller, president of the Ohio Association; William Dolby of Delphos and E. P. Riddle of Lima, president and secretary of the Northwestern Grain Dealers' Association; J. G. Myers, Pleasant Hill; O. T. Roszell, Troy; M. E. Sykes, Troy; Grant McMorran and John Myers, St. Paris; C. N. Adlard and E. M. Crowe, Piqua; A. M. Donsifer and Edward Rector, Williamsport; Jacob Hauss, Wapakoneta; J. J. Cox, Cincinnati; W. H. Persinger, Sidney; J. E. Wells, Quincy; J. C. Paul, Botkins; W. A. Niswonger, Quincy; C. H. Ginn, Houston; Earl E.

Nutt, Sidney; E. P. Frain, Clyde; J. C. Johnston, Lewisburg; M. E. Sykes, Troy, and others.

The session was presided over by E. L. Roszell of Troy, and William Persinger of Sidney was appointed secretary pro tem.

### ILLINOIS MANAGERS' MEETING.

A meeting of fifteen managers of co-operative elevator companies in Illinois was held at Springfield on Oct. 28. A number of papers were placed on the program, but only C. R. Taylor of New Berlin responded, his subject being "The grading of grain with your patrons."

An election of officers of the organization resulted in the choice of C. R. Taylor of New Berlin for president; J. Roberts of Illiopolis for vice-president, and Thomas McLaughlin of Philadelphia for secretary-treasurer. The organization has the long-banded name, "The Springfield District Managers' Association of the Farmers' Grain Dealers' Association."

### MEETING OF THE ASSOCIATION OF NORTH-WESTERN OHIO.

A large and enthusiastic meeting of the members of the Hay and Grain Producers' and Shippers' Association of Northwestern Ohio, was held at Toledo, on Friday, October 20, W. T. Dolby of Delphos, president of the Association, called the meeting to order at 10:30 a. m., and after expressing his pleas-

ure at seeing so large an attendance, introduced chief grain inspector E. H. Culver of Toledo who spoke for a few minutes on corn. He said it was difficult to say much about new corn this early. It seemed to be deceptive this year. The moisture test on two cars of the first corn received at Toledo was 24.8 and 28 per cent respectively.

which was to be held at Columbus November 3. The meeting adjourned at 4:30 p. m.

Terminal markets were represented as follows: F. E. Watkins and C. W. Kellogg, Cleveland Grain Co., Cleveland, Ohio; John W. Luscombe, Jr., Toledo, Ohio; Fred L. Davis, Herb Bros. & Martin, Pittsburgh, Pa.; J. A. A. Geidel, D. G. Stewart and Geidel, Pittsburgh, Pa.; J. C. Moore, John A. Moore & Bro., Pittsburgh, Pa.; D. V. Heck, Hardman & Heck, Pittsburgh, Pa.; W. D. Long, Toledo, Ohio; H. T. Burns, Burns Grain Co., Buffalo, N. Y.; J. Vining Taylor, Sec'y & Treas., National Hay Ass'n., Winchester, Ind.; D. B. Noyes, Harter Milling Co., Toledo, Ohio; H. E. Richter, Cincinnati, Ohio; P. C. Gale, Cincinnati, Ohio; C. A. King & Co., Toledo; John Wickinhsier, Toledo; H. D. Raddatz & Co., Toledo; Southworth & Co., Toledo; National Milling Co., Toledo; W. A. Rundell Co., Toledo; J. F. Zahm & Co., Toledo.

Grain dealers present included: E. E. Harbour, Pemberton; E. E. Keller, Waldron, Mich.; W. C. Goodell, Pioneer; J. E. Wells, Quincy; W. A. Niswonger, Quincy; M. Hobart, Pemberville; J. L. Cruickshank, Fostoria; Chas. Garmhausen, New Bremen; Jervine Elliott, Columbus Grove; E. D. Leas, Waterloo, Ind.; B. F. Camp, Bowling Green; C. C. Franklin Deshler, E. Milton Crowe, Piqua; Jos. Miller, Continental; Wm. H. Kelly, Continental; L. A. Trepanier, Dunbridge; C. J. Rockwell, North Baltimore; Fred B. Rockwell, North Baltimore; G. G. Rockwell, North Baltimore; L. F. Hammon,



GRAIN DEALERS AT LUNCHEON OCTOBER 17, 1911.

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The conditions at terminal markets were asked for and J. A. A. Geidel responded for Pittsburgh, H. T. Burns for Buffalo, Pliny Gale for Cincinnati, and F. E. Watkins for Cleveland. It seemed to be the unanimous opinion of both receivers and shippers that the interests of all who are engaged in forwarding or handling corn would be best conserved by deferring shipping until November 1 or later.

Secretary T. P. Riddle spoke of the work that had been done in a series of local meetings. He suggested that each local buy a moisture tester. He emphasized the importance of buying corn on its grade and also spoke of the advisability of buying by the hundred weight.

D. R. Risser of Vaughnsville gave the treasurer's report. A deficit in the Association's finances up to October 1 was quickly made up by subscriptions and the Association placed on a sound financial basis.

H. G. Pollock spoke on the relations that existed between the Association and some of the Eastern terminal markets. Former difficulties seemed to have ended and now cordial business relations have been established.

The Association was the guest at luncheon at the Boody House of the Toledo Produce Exchange. E. L. Southworth as chairman of the local committee, had the matter in charge and all dealers felt that they were right royally entertained.

J. W. McCord, secretary of the Ohio Grain Dealers' Association, was present and extended an invitation to all present to attend the state fall meeting

Standley; Artie Amgst, Fayette; M. M. Hyman, Napoleon; W. E. Riley, Montpelier; W. H. Lambert, Delta; Geo. Zink, Delta; W. A. Curtis, Adrian, Mich.; L. R. Good, Bloomdale; C. H. Kortier, Bradner; W. S. Dickerson, Adrian, Mich.; S. P. Lourys, Stryker; Chas. Ozcas, Paulding; C. C. Harlan, Paulding; G. D. Wyse, Pettisville; E. C. McCullough, Wapakoneta; A. M. Courtright, Cecil; J. C. Paul, Botkins; A. G. Boogher, Santa Fe; James Anderson, Liberty Center; Alonzo Fetterman, Liberty Center; J. Nutter, Cecil; L. A. Paugh, Hicksville; F. P. Long, Okalona; J. E. Dawson, Ottawa Lake, Mich.; C. S. Young, Bowling Green; A. E. Huffman, Bowling Green; J. F. Disher, Mendon; A. H. Rabbe, Ft. Jennings; F. O. Cruickshank, Leipsic; H. W. Robinson, Greenspring; Wm. Green, Lima; F. J. Rinehart, Uniopolis; R. Whitney, Ohio City; J. C. Wones, Maplewood; Wm. Ludwig, Jackson Center; L. D. Haight, Jonestown; J. D. Spangler, Defiance; D. L. Leas, Waterloo, Ind.; H. L. Brown, Auburn, Ind.; F. W. Darby, Waterloo, Ind.; W. M. Doan, Ossian, Ind.; C. G. Egly, Berne, Ind.; Eli Short, Elmira; P. C. Short, West Unity; S. L. Snyder, Holgate; C. L. Maddox, Perrysburg; Geo. R. Forrester, Swanton, Ky.; Jos. Ringlein, Leipsic; A. Rice, Metamora; D. R. Risser, Vaughnsville; W. A. Dull, Willshire; Earl C. Bear, Hicksville; W. G. Gest, Defiance; J. S. Calkins, Jewell.

### MEETING AT FORT WAYNE.

A meeting of dealers operating in northeastern Indiana was held at the Anthony Hotel, Fort Wayne, on October 17, those present being dealers located in northeastern Indiana together with a few on the Ohio side, close to the state line.

There was no organization formed or attempted; the meet was simply a handshake and smoker in



order to become better acquainted with one another, and the meeting was entirely an informal one.

Mr. Riley of the Indiana Association was present and spoke on his line of work, and he also reported the outcome of the Omaha convention. There was nothing said regarding a future meeting, and there is doubt if the dealers will take any further interest for the time being.

#### MANAGERS OF CO-OPERATIVE COMPANIES.

The National Association of Managers of Farmers' Co-operative Companies will hold a convention at the Rome Hotel, Omaha, Nebr., on November 20-21. The program for this convention (subject to change), as prepared by Secretary I. S. Henjum of Hartford, S. D., is as follows:

FORENOON SESSION—MONDAY, NOV. 20, 9 o'clock.

Call to order by the president, G. W. Schroder.

Address of welcome by Mayor James C. Dahlman.

Response by J. F. Flemming.

"The feasibility of pro-rating back 2½ cents per bushel on grain hauled by stockholders out of the net earnings of a co-operative company, in spite of the fact that the grain is bought and sold on a two-cent margin," by C. Vincent manager Farmers' Grain Co., Omaha, Nebr.

"Terminal weighing facilities and methods for the prevention of loss of grain while in transit and the system of tracing private seal records," by Geo. B. Powell, chief inspector and weighmaster, Omaha Grain Exchange, Omaha, Nebr.

"Progressive co-operation among managers of farmers' co-operative companies," by C. G. Meserole, Gowrie, Iowa.

"The Omaha Grain Exchange and the protection it affords the country shippers," by E. P. Manchester, secretary Omaha Grain Exchange, Omaha, Nebr.

AFTERNOON SESSION.

"Business Ability," by Harry Atwood, Chicago.

"Facilities for weighing grain out of country elevators," by C. Vincent, Omaha, Nebr.

"The South Omaha Live Stock Exchange," by the secretary of the South Omaha Live Stock Exchange, South Omaha, Nebr.

"Practical methods and duties of a manager of a co-operative company," by W. B. Essick, Manley, Nebr.

Free discussion of any topic of interest to managers, opened by Earl Triplett, Sloan, Iowa.

FORENOON SESSION—SECOND DAY.

"The necessity of grain exchanges and the value of the commission merchants' services to the shipper," by S. A. Dalton, member Chamber of Commerce, Minneapolis.

Free discussion by managers of various subjects pertaining to successful management, improved methods, and the consideration of resolutions submitted (which should invariably be submitted in writing).

Adjournment.

#### FALL MEETING OHIO GRAIN DEALERS ASSOCIATION.

The regular fall meeting of the Ohio Grain Dealers' Association was held at Columbus November 3, in the assembly room of the Neil Hotel.

The morning session was called to order by President M. W. Miller of Piqua, who read a message from H. S. Grimes, stating that he was unable to attend on account of an affection of the eyes. Mr. Grimes had not missed a meeting for twenty-two years.

Secretary McCord read a letter from E. W. Seeds, who was staying with his son at Jamestown, N. Y. He sent his regards to all the members and reported that he was slowly regaining his health.

Mr. McCord spoke of the address on the care of scales by Mr. Schmitz of the Chicago Board of Trade Weighing Department, at the summer meeting, and said that Mr. Schmitz had sent 1,000 circulars which he had for distribution.

Col. Charles Groce, of Circleville, spoke of the proposed retirement of Secretary Wilson from the head of the Agricultural Department at Washington and read a resolution recommending for the succession an Ohio man for the office, R. W. Dunlap, former Dairy and Food Commissioner. Mr. Groce said he would be an excellent man for the office. The resolution was adopted.

PRESIDENT'S ADDRESS.

President Miller read an address as follows:

We have come together today for our annual fall meeting, and it is not necessary that I should take up any of your time with an extended, long-drawn-out paper or address, for it is understood that this is a very informal meeting, at which matters of interest to the members of this Association may be brought out and discussed, that we may learn from one another the truth regarding conditions in the different localities and bring out through our discussions what is best for all concerned regarding other matters of interest to grain dealers.

This is primarily a meeting for the discussion of the new corn crop and its conditions, and when and how it can be safely handled with a fair chance of a reasonable margin, which is the all-important

question before most of us at this time of the year; and it is our purpose at this meeting to give an opportunity for each important corn growing section of the state to be heard from, that we may gain as intelligent an idea as possible as to the general condition of the corn crop, as to yield, quality, moisture, etc., and also the average condition of the growing wheat crop at this time. There are, however, some other matters of importance and interest to the grain dealers of this Association which should be brought up and talked over at this meeting.

One of the great and important needs of the grain dealers of Ohio is more harmony and a better feeling and more thorough acquaintance with one another, and the discussions and talks together at these meetings is the best way to better these conditions.

One very important question which should be thoroughly discussed at this meeting is that of buying grain by the hundredweight instead of by the bushel. This is a question which is being agitated considerably in many sections at this time, and there seems to be good arguments for both sides of the question. It is claimed by those favoring the change to the cental system that the old way of buying by the bushel is cumbersome, complicated and confusing, particularly in the buying of corn. Some sections will make 68 lbs. of corn (ear) the bushel weight; others 70 lbs., and at the beginning of the movement of a new crop 72 lbs. and on up to 75 or more, according to its condition as to moisture, which is the cause of trouble between neighboring dealers; also that buying by the cental system reduces the figuring necessary in settling with the customers, etc., all of which is undoubtedly true.

Those opposed to the adoption of the cental system argue that if the dealers adopt this system that it will mean the voluntary reducing of the margin of profit already too low, as if adopted generally it would only be a short time before the dealers would be handling the hundredweight on about the same margin of profit they are now securing for the bushel. Many do not like the job of educating the farmers to the cental system where they have always been used to the selling by the bushel, etc. This view of the matter should be seriously considered as well as the former, and there should be a thorough discussion of this important matter at this meeting, that a most thorough understanding of what is best for Ohio grain dealers may be brought out.

One greatly needed reform or improvement to which the members of this Association should take some action is the adoption of some better system of crop reports. The tendency of the present system is to publish false reports of conditions of growing crops in order to induce speculation, and some better and more reliable system should be found and adopted which would make these reports of more value.

The members of this Association should continue the effort for better agricultural methods on Ohio farms, and the dealers can do very much to assist in this line of work; and all Ohio dealers should educate themselves to a closer grading of grain from the farm to the elevator.

A better financial support should be given the Association in the prompt payment of the yearly dues which are certainly as low as it is possible to make them and accomplish any thing at all. The financial condition of the Association at this time is not good; and this should not be allowed to continue; for the benefits each dealer secured through the efforts of the Association during the last legislature in defeating adverse legislation and promoting bills favorable to the grain trade was alone worth many years' dues to each and every dealer in Ohio, and your Association is certainly entitled to a prompt remittance of the annual dues when called for by your Secretary.

I do not want to take up any more of your time except to emphasize that this meeting is a very informal one, with no set program, and that we want you to make full use of this opportunity to be heard on any questions of interest to you and your section the discussion of which would be beneficial to the dealers in Ohio generally. This is your meeting and we trust that you will use it fully as such.

President Miller announced they would next take up the principal topic for discussion at the meeting and asked for reports on corn.

REPORTS ON CORN.

E. A. Grubbs, Greenville: Our corn is pretty wet. I don't think it will be fit for handling for two or three weeks. Quite a little of the corn in stalk seems to have a little dry rot. It seems to me the dealers will have to do more sorting even than last year. Farmers are not pushing the corn on the market. Wheat never looked better.

W. A. Nisonger, Arcanum: In the southern part of Darke County there is not to exceed 10 per cent of old wheat in farmers' hands. There is a slight increase in acreage over last year. The condition of corn is fair.

John Meyers, Pleasant Hill: We had too much dry weather early and now it is too wet for husk-

ing. A good deal of the corn is moldy and a good per cent of standing corn has fallen down. Some of the corn was cut too soon. We do not hear of farmers wanting to sell. It is too sappy to handle. Wheat is not more than 10 per cent in the country. Farmers have been free sellers.

O. T. Roszell, Troy, Miami County: Condition of corn is fair and will be 75 per cent of normal crop. The worst of the corn is what was cut early. Standing corn will be good crop. No corn has been marketed. Price ranges about 50 cents. About 10 per cent of wheat back in farmers' hands; acreage sown will be equal to last year. Growing crop looks fine except for late sowing. Wheat that was sown in reasonable time never looked finer.

O. F. Furrow, Fletcher: Corn is in bad condition, average yield will be 35 bushels per acre. Very green and sappy. Wheat in fine condition.

W. T. Palmer, Celina, Mercer County: I have not seen any corn that was fit to handle. It will run 40 bushels to the acre. Have 20 per cent increase in acreage in wheat. About 25 per cent of wheat back in farmers' hands.

H. G. Pollock, Middlepoint, Van Wert County: Corn has been taken in very freely. It is not, however ready to handle. With good weather for a week probably corn will carry cool and sweet for short haul. About 50 per cent of wheat and 75 per cent of oats back in farmers' hands. Wheat and oats are both good quality. Corn selling at 70 cents per 100 pounds.

Wells, of Logan County: We have beyond an average crop of corn as to quantity but wet weather has damaged it. It will have to be sorted. But the line is very clear between good and bad corn. About 10 per cent sorted out will make good corn of it. No corn has been marketed. The price has been at 50 cents. Oats are about 30 per cent in farmers' hands. I don't think there is 10 per cent of wheat in farmers' hands. Condition is fine. We don't think of buying any corn before the 20th of this month.

A. C. Brown, of St. Paris, Champaign County: We have an average crop as far as quantity, but condition is poor. About 50 per cent of oats in farmers' hands. Stocks in elevators are light. Wheat looks well. About 25 per cent in farmers' hands. No new corn has been handled yet.

George Stevenson, Rosewood: I don't believe there is 10 per cent of wheat or 15 of oats in farmers' hands. Corn will require sorting and then it will be good. A great deal of the corn has a dry rot. There is no sentiment to sell. A little has changed hands at 50 cents a bushel.

Professor Vivian, acting dean of Ohio State Agricultural College, was called upon. He said the interests of the college, the grain dealer and the farmer were identical. They had enough information at present but the trouble was to get this information out among the farmers. We know that we can double the crops if we had the means to do it. He spoke of the various courses at the college of agriculture and the extension courses out among the counties. They were only running schools at 40 counties this year. August 1 they had thirty-five days on wheat trains with actual attendance of 37,000 people. He asked the dealers to help advertise their winter's course beginning January 1 and lasting eight weeks. If will help if dealers would send him a list of names to whom they could mail a catalog of their winter's course.

Professor McCall said that on the state farm the yields would run higher than last year being about 60 to 80 bushels to the acre. It is not in condition to ship. He thought the total state yield per acre of corn would be slightly higher than last year, about 150,000,000 bushels.

H. W. Robinson, Green Springs, spoke of the matter of differential of rates to the Atlantic Coast. Since the New York Produce Exchange had again opened the matter with the Interstate Commerce Commission he wished to propose a resolution as follows:

Whereas, The Interstate Commerce Commission is investigating the differential rates in import and export traffic via North Atlantic ports; and

Whereas, The principle upon which differential freight rates are established is not only equitable but logical, but it is essential to the welfare and progress of the agricultural, mercantile and manufacturing interests of the State of Ohio that the differential rates to the Atlantic seaports be maintained; therefore, be it

Resolved, That the Ohio Grain Dealers' Association in convention assembled at Columbus this third day of November, 1911, do hereby protest against any reduction in existing differentials to and from the several Atlantic ports.

The resolution was adopted. The session then adjourned to a luncheon given the dealers by the grain dealers and millers of Columbus.

#### AFTERNOON SESSION.

In the afternoon there was a continuance of the reports on corn.

Col. Groce of Circleville, reported 20 per cent of moisture in his territory.

Wm. Heffner gave the amount of moisture at



about 22 per cent. They were paying 55 cents. Early sown wheat never looked better. About 30 per cent of old wheat in farmers' hands.

A. B. Beverstock, Lexington: Richland and adjoining counties will have an average crop of corn. About 10 per cent will be very poor. About 15 per cent of wheat back in farmers' hands and 40 per cent of oats.

Earl C. Bear, Hicksville, Defiance County: We have a full average crop of corn. Quality will be all right after our recent freezing weather. We are buying our first corn at 68 cents. Wheat reserves are 10 per cent below the average. Growing wheat looks well.

T. P. Riddle, Lima, secretary of the Northwestern Ohio Association: We cover thirteen counties and in the northwestern counties the corn has suffered a little from cob rot. About 5 per cent will cover the loss. We try to maintain uniform practices in our territory and labor to promote uniform working margins. Two dealers in the same town may pay 70 cents for corn but one buys on grade and the other does not. This would not be uniform practice. The tendency of the times is towards close calculations and minimum margins. We shall have to buy off grade stuff on its merits. Our corn crop would have been 30 days ahead of the time for normal movement but on account of bad weather it has fallen below normal. Indications are now that corn will be moving heavily during the next few days. It is the prevailing opinion that 70 cents per 100 pounds is considered the proper value under existing conditions.

#### BUYING BY THE CWT.

Prof. Graham, speaking upon buying by the 100 pounds, said that as far as the educational department of the Ohio College was concerned they wanted information. You cannot educate the masses in a hurry. It saves a good deal if you buy by the 100 pounds. I find that farmers in talking together quote by the 100 pounds. It is a mere matter of schooling. It is oftentimes the lack of grit and nerve that fails to bring these reforms about. In our instruction in extension schools and trains we dwell especially upon better seed selection and the delivering of good grain to the market. I don't think that the farmer wants to put bad corn on the market. Everything has been done in our educational work that we could do to put farmers right on the question of smutty wheat. The producer and the consumer have a community of interest and this interest should govern. It is possible for every dealer to convince every farmer that he isn't selfish, that he is needed in the community, that he serves a certain interest. A community of spirit is thus engendered which results in great good.

#### BUYING ON GRADE.

C. B. Jenkins, former president, and now of Noblesville, Ind., was a visitor and was called upon by President Miller for an address.

Mr. Jenkins said: First I want to assure you that this is a distinctive pleasure. I was born into the grain business by becoming vice-president of the Ohio Grain Dealers' Association. Then I became its president. I was always proud of the Association. I still get your literature. I know what you are doing here. I didn't come to make a speech but I wish to express the feeling of pleasure I experience at coming back. I found men, however, in the neighboring state of like caliber with you—men who are devoting their lives like G. I. Christie to promote the interests of their state. I have found good friends over there. On the question of grade we have some men who haven't backbone enough to discriminate against poor grain but there are those who have and they are of benefit to the community. The man who won't buy on grade is dishonest with his competitor. He caters to the farmer who brings in poor grain so as to get the best of his competitor. You will always have poor grain and poor farming until you pay the man who brings in grain in good condition a better price than the man who brings in poor grain. In our section I think the reports of damaged corn have been exaggerated.

Fred Mayer, Toledo: In regard to new corn our receipts have not been very large yet. It has tested 21 to 28 per cent moisture. We have more elevator corn now at Toledo as we have been shipping out considerable wheat. Just as long as the dealer pays as good price for rotten corn as for good corn the farmer will bring it in. You have as much right to grade your grain as the terminal markets.

#### DISCOUNTS IN NEW YORK.

L. W. Forbell, New York City: It is quite a surprise to me to be here and to speak to you but I wanted to learn of conditions here as I believe that you are going to have a good crop of corn to handle this year. It may be spotted but you will have a lot of corn to handle. The New York market has led the way in the matter of discounts. We started with corn first about four years ago. Our system has worked satisfactorily to both receivers in our market and to shippers to our market. Its principles are outlined in an address I made before the Indiana State Association last June. When grain is sold on New York weights and grades, say No. 3 wheat, the contract reads lower grades to be applied at the market difference. Grain on which a

discount is to be applied is presented to our local committee. The committee meets at the close each day and fixes the discount according to the market of that day. That record is obtainable at any time by the shipper in the west or anyone interested. He can thus verify the statement that has been forwarded to him by his agent. Our system has been adopted by other markets.

#### SOMETHING ABOUT LEAKS.

C. B. Jenkins said that they had had no leaking cars that had been lined with some good car liner, the Kennedy car liner, or other lining. He recommended to dealers that they line their cars before loading.

E. H. Beer explained the system at Baltimore for locating and making note of leaking cars. We have a settling price committee at Baltimore who fixes the price for off grade stuff. If grain is no grade it is sold on the floor for what it will bring. We have had one car of corn from nearby and two cars from western points and it went low grade.

D. V. Heak, of Pittsburg: The same method is used in our market in locating leaks as described by Mr. Beer, of Baltimore. A representative of the Exchange tests all cars, and our claims are paid promptly. Our demand for shelled corn is very poor; the trade isn't ready for it yet.

Pliny Gale, of Cincinnati: There has been but little corn come into our market. Shelled corn shows a considerable amount of moisture. We have not been bothered by any hot corn up to the present time. Ear corn started on a basis of 60 cents and has worked down to 57 cents.

F. E. Watkins, Cleveland: There has been some shelled corn come in. It has tested 20 per cent. There has been a rather low moisture content. However, it does not seem to be in condition to ship yet.

E. A. Grubbs, of Greenville moved that a vote of thanks be extended to the Columbus dealers for the excellent luncheon provided. Carried by rising vote.

E. C. Bear: I want to say that we country grain dealers buy grain on the same basis that the terminal markets bid us. If we are to carry on the reform of buying on grade we think the terminal markets should be fair with us and give us a better price for our good grain. As country dealers we have been pleading for this reform for some time. I think the country dealer is ready to co-operate, but we should have the support and co-operation of the grain receivers at the terminal markets.

T. P. Riddle, of Lima, proposed the following resolution which was adopted:

Resolved, That it is the consensus of opinion of this convention of the Ohio Grain Dealers' Association that the system of joint car condition inspection as now in effect in certain representative markets is sound, equitable and commendable, and that we recommend its general adoption and practice by all receiving markets.

The meeting then adjourned.

#### BORNE ON THE WAVING CORN.

L. W. Forbell represented the New York market. E. H. Beer and H. E. Elgert came out from Baltimore.

T. G. Winters and P. S. Goodman were from Chicago.

The Cincinnati special brought J. W. Fleming and P. M. Gale.

Fred Mayer and T. H. Mitchell were from the neighboring market of Toledo.

Fred Mayer was introduced as the man from Toledo who had a new overcoat.

The Cleveland market was there with F. C. Cain, Fred Abel, H. M. Strauss, F. E. Watkins and F. W. Blazy.

From the Pittsburgh market there were D. V. Heck, W. F. Heck, Wm. Lubin, R. V. Harper, and H. G. Morgan.

Before rapping for order the president asked if A. S. German of the Huntley Mfg. Co. was there. He was, and the meeting proceeded.

Col. C. E. Groce's motion met with unanimous support that a wire be sent to H. S. Grimes at Portsmouth authorizing him to take a portion of that which is retailed by the "wets," at the association's expense.

Insurance interests were looked after by C. W. Fitzsimmons with Millers Mutual Fire Insurance Association of Illinois at Alton, Chas. O. Peters with Millers' National Insurance Co. of Chicago, C. O. Garver with Ohio Grain Dealers Mutual Fire Insurance Co. of Columbus.

The hospitality of the grain men and millers of Columbus was again shown by the noon luncheon at the Niel House to which all the visitors were invited.

The following signed the official register: M. W. Miller, Piqua; J. C. Custerbender, Chicago; J. W. McCord, Columbus; J. C. Strong, Chicago; C. W. Mallett, Columbus; R. H. Scott, Lyndonville, Vt.; C. O. Carver, Columbus; John E. Bacon, Chicago; J. C. Spurrier, Marysville; D. L. Mote, New Madison; A. E. Loofbourrow, Cook; A. H. Cratty, Columbus; W. H. Snodgrass, Marysville; E. T. Custerbender, Sidney; W. M. Morgan, Era; A. Felty, Columbus; F. E. Langdon, Wilmington; Raymond Grant, Pleasant Corners; G. Livingston, Columbus; F. A. Welton, Wooster; S. S.

White, Morral; W. A. Niswonger, Quincy; J. F. Hubbard, Piqua; I. G. Shanely, Pemberton; Alden Beatley, Urbana; J. M. Myers, Pleasant Hill; W. M. Myers, Lockbourne; O. F. Furrow, Fletcher; Jesse Lewis, Sabins; Chas. E. Groce, Circleville; C. S. Petry, Troy; J. P. McAlister, Columbus; J. E. Wells, Quincy; O. T. Roszell, Troy; Geo. Stephenson, Rosewood; Chas. S. Clark, Chicago; J. W. Tegardin, Duvall; C. Egle, Ft. Wayne, Ind.; J. E. Leas, West Manchester; Robt. McAlister, Columbus; Geo. J. Moser, Galena; T. G. Powers, Urbana; Dan Taylor, Ashville; J. H. Sark, Ashville; H. Heffner, Circleville; H. Hall, Unionville Center; H. J. Niswonger, Arcanum; C. W. Pontius, Lewisburg; Ben Turner, Avery; John Jones, Marion; O. M. Clark, Cable; J. J. Blose, Urbana; B. C. Brown, St. Paris; J. R. Johnson, Baltimore; L. W. Dewey, Blanchester; E. A. Grubbs, Greenville; S. O. Rice, Metamora; Frank Worley, Bainbridge; A. B. Beverstock, Lexington; H. M. Allen, Troy; O. E. Gwinn, Columbus; W. T. Palmer, Celina; J. H. Motz, Brice; C. O. Peters, Columbus; C. B. Jenkins, Noblesville, Ind.; J. B. Van Wagener, London; C. H. Tingley, Bellefontaine; E. M. Dull, Celina; E. V. McClure, Eldorado; Fred Kile, Kileville; J. Noon, Plain City; C. K. Patterson, Piketon; H. W. Wolfley, Prospect; H. O. Toms, Prospect; R. S. Dingleyline, Columbus; A. Howard, Milford Center; A. E. Huston and S. B. Swope, Amanda; J. W. Chancell, Melvin; G. A. Payne, Columbus; W. H. Reed, Duvall; C. W. Baker, Williamsport; G. W. Lamb, Hooker; J. P. Gundy, Carroll; H. W. Robinson, Greenspring; H. W. Fish, Mansfield; E. M. Crowe, Piqua; L. J. Krumm, Shepard; F. P. Hastings, Cedarville; Harry Kress, Piqua; Joe I. Doering, Antwerp; A. G. McCall, Columbus; Alfred Vivian, Columbus; Joseph Ringline, Leipsic; A. F. Herr, Groveport; T. P. Riddle, Lima; H. G. Pollock, Middlepoint; Burton Cain, Outville; L. R. Watts, London; M. L. Fennell, Osborne; J. S. Dewey, Blanchester; W. S. Cook, Columbus; Ed. Stritmatter, Columbus; H. C. Moore and Geo. T. Moore, Goodhope; J. W. Longwell, Van Wert; Earl C. Bear, Hicksville; C. M. Pike, Mansfield; A. B. Graham, Columbus; E. C. Eickenberry and C. M. Eickenberry, Camden; J. I. Smith, Circleville; H. R. Allen, Troy; O. W. Gasell, Arcanum; D. O. Gasell, Arcanum; The Jay Grain Co., St. Marys.

#### GRAIN SHIPPERS AT CEDAR RAPIDS.

About fifty grain shippers met at Montrose Hotel, Cedar Rapids, Iowa, November 9, 1911, for the purpose of discussing the problem of buying and selling heavy moisture content corn on its merits, and to avoid the heavy losses that shippers have always suffered in undertaking to buy and sell corn containing an excessive moisture content. The meeting was held under the auspices of the Western Grain Dealers' Association, and the discussion was in charge of Secretary Wells who began by making inquiry of the shippers present as to the condition of corn that had already been marketed at the different stations. The following is a partial report as given by the shippers regarding the moisture content of new corn at their stations: Downey, 23%; Lost Nation, average above 20%; Keystone, 23%; LaPorte, heavy moisture content; Van Horn, above 22%; North English, heavy moisture content; Calamus, above 22%; Nichols, 21 to 26%; West Liberty, above 22%; Williamshurg, above 22%; Iowa City, 19 to 20%; Wellsburg, No. 3 grade. Mr. O'Meara, manager of the Douglas Starch Works at Cedar Rapids, reported the moisture content of new corn thus far received by them as showing a daily average of more than 22%. The Rothschild Grain Co. of Davenport stated that new corn, mostly from Scott County, received at their terminal elevator at Davenport, has tested from 20 to 25%.

The shippers reported paying 50 cents for new corn at practically all of the stations represented. This price being paid without particular regard as to the percentage of moisture content.

Mr. Wells stated in his remarks that he would advise the use of the moisture tester in buying and shipping corn at country stations, and read a portion of the address by Dr. Duvel of the Grain Standardization Bureau, U. S. Department of Agriculture, which has been published heretofore in these columns.

Mr. Wells then called attention to the Omaha resolution asking for flat grade bids on corn, and to the premium and discount table on page 259, and after discussion, the following resolutions were adopted:

Whereas, It is the prevailing custom among the grain trade to buy and sell grain on "or better" terms—such as No. 3 yellow corn "or better," No. 3 white oats "or better"—and to apply corn and oats of grades lower than No. 3, particularly No. 4 corn, on sales of No. 3 "or better" at a discount; and

Whereas, It is incumbent upon the country grain shippers to buy grain from the farmers on its merits and to pay the farmers full value for high grade grain, and that the business of buying grain at country stations should be conducted in the most efficient manner possible, in order that the farmers may be encouraged and properly compensated for producing the best quality and grades of grain; and

Whereas, The custom of making contracts to buy and sell large quantities of No. 3 "or better" corn and of making shipment and acceptance of No. 4 and sample grade corn to apply on such contracts at market difference often results in sudden congestion at terminal markets of such No. 4 and sample grade corn, which precipitates a wider spread in market value as between the No. 4 and No. 3 corn than existed at the time the original contracts were made by the country shippers, which inevitably results in loss to him because of the greater dis-



counts than he anticipated; therefore, be it

Resolved: That it is the sentiment of the grain shippers here assembled at Cedar Rapids, this 9th day of November, 1911, that we do hereby affirm the [flat grades] resolution adopted by the Grain Dealers' National Association at their annual meeting held at Omaha, Nebraska, October 9-11, 1911. And be it further

Resolved, That we are opposed to the "or better" terms of buying and selling grain and that we respectfully urge the terminal market grain exchanges and buyers to co-operate along the line of establishing the most efficient methods in the grain trade by discontinuing the use of the "or better" terms and to adopt the practice of making flat bids for each of the merchantable grades of grain, subject to both discounts and premiums as indicated by market values at time of arrival of shipments to apply on such sales, and that the Chicago Board of Trade call bids shall also include each of the merchantable grades of grain. And be it further

Resolved, That the Western Grain Dealers' Association be requested to encourage and urge the country grain shippers to discontinue so far as possible shipping of the low grades of grain to apply on sales of higher grade at a discount and especially to discourage the practice so prevalent among country shippers of buying and selling No. 3 corn and shipping No. 4 and sample grade to apply on such sales and to encourage the idea of shipping so far as possible the identical grade of grain sold. And

Resolved, That the Secretary of the Western Grain Dealers' Association be requested to submit this resolution to the Board of Directors of the Association, and, if approved by them, to forward copy of same to the secretaries of the grain dealers' associations, the Council of American Grain Exchanges and of the different boards of trade and to individual grain shippers and buyers generally; also that a copy of this resolution be mailed to each of the grain trade publications to be published therein, in order that the resolution may have the widest possible publicity.

There was a general discussion of railroad claims, during which inquiry from the different shippers developed the fact that there were no refused claims held by the shippers against any of the railroad companies represented except some claims for delay in transit against the C., M. & St. P. Ry. Co., still pending on account of the arbitrary position taken by the company of holding to the flat proposition of making settlement of such claims on the basis of 75% for damage on account of deterioration in quality and 50% for damage on account of decline in market value because of delay in transit.

Mr. Laird, superintendent of the large cereal manufacturing plant of the Quaker Oats Co. located at Cedar Rapids offered to make demonstrations of the moisture test at the factory and to conduct the visiting shippers through the works in order to show them the practical working of the moisture test and the cleaning processes used in the manufacture of cereal products, which was gladly accepted and thoroughly appreciated by the shippers. It would be an educational eye-opener to farmers if they could have a similar opportunity to see the large quantity of water that may be extracted from a small sample of corn, and also the large amount of weed seeds, dirt, and light, worthless kernels of grain that are contained in what is considered to be good merchantable quality of grain.

It is the intention of Secretary Wells to continue to hold such local meetings at different points as provided by resolutions at the last annual meeting of the Western Grain Dealers' Association which meetings are to be held open to all shippers whether members of the Association or not and the public in general, and to be conducted along educational lines to accomplish the most economy in methods of the commercial distribution of grain crops.

### KAFFIR CORN CROP.

Kaffir corn in Kansas will reach 20,000,000 bus., according to Sec'y E. J. Smiley, while the other states of the Southwest, including Nebraska, are expected to add 30,000,000 to 40,000,000 bushels more. In fact, the Southwest, to all appearances, has this year harvested the largest acreage and yield in the history of Kaffir in this country. In Chase County, Kan., for instance, 40 and 45 bushels are common yields, against 15 to 25 bushels of maize at practically the same price. In Butler County alone there were 100,000 acres under the crop, averaging 30 bushels; and at El Dorado on October 20 was held a "Kaffir Carnival," with a parade a mile long and a mask ball at night to celebrate the fact.

So important is the crop coming to be in the Southwest that a Wichita grain exchange contemplates establishing a "futures" market for Kaffir; and for that purpose a special meeting of the Board was held on October 29 to consider the matter. About 30 members attended the meeting. No action was taken at the meeting, other than that the matter of "future delivery" was referred to the call committee, composed of J. A. Woodside, E.

K. Nevling, W. H. Hastings, E. M. Kelly and W. E. McCullough, with instructions to consider the matter and present their ideas to the Board of Trade on November 13. "A market for future delivery here in Wichita," said Mr. McCullough, a member of the committee, to a press reporter, "will be an innovation, as there is nothing like what we plan in the United States. It has been the custom in the past to make sales of Kaffir corn that has been bought and is either in the field or being shipped to the purchasing point. What we wish to do is to simply place the system under a uniform set of rules thereby relieving a chaotic condition that has existed for some time in sales of this character. As Wichita is the heaviest Kaffir corn market in the country, we hope by this method to attract many buyers from outside points."

Kaffir is coming to be the vis-a-vis of alfalfa in the Southwest. As one authority says: "What alfalfa has done for the creek bottoms and bottom lands of the Southwest Kaffir corn is doing for the thinner soils of the upland farms; and there are many instances this season where the return from Kaffir corn has brought the greatest income, when land values are taken into consideration, of any farms in the county, with the probable exception of some of the record alfalfa seed crops on the river bottoms. Kaffir corn seems to be better adapted and is able to withstand more dry weather than most any other upland crop which is raised here and it is fast becoming the favorite crop of farmers in the upland districts." In most sections where grown it has in the past been known as a catch crop, because it can be substituted late in the planting season for any crop that is not doing well; but during the past season, judging by the wider acreage sown to it, it has assumed more dignity, and was chosen at the beginning of the season for its great value. Oklahoma is its stronghold, principally because western Oklahoma farmers discovered that it does better in that section than Indian corn. Southwestern Kansas raised so much this season that the available forage is far in excess of the number of cattle on hand to consume it. Uplands that have heretofore been regarded as fit only for grazing and have been worth only from \$5 to \$15 an acre are now raising Kaffir corn and are bringing from \$20 to \$30 an acre, with the value steadily rising. Most of this year's crop, it is said, has already been contracted at 50 cents a bushel.

There is an ever increasing demand for the grain. It makes excellent chicken food and is also a good hog and horse food, and has been extensively used in the making of certain cereals and breakfast foods; and mixed with a little wheat flour, the enthusiasts think it rivals buckwheat for pancakes.

At the El Dorado carnival was told the story of the first and perhaps only attempt to corner "Kaffir." The operator was Geo. H. Saunders, deputy grain inspector at Coffeyville for a number of years, who told the story in this way:

Oh, yes, I just remembered my attempt to corner the Kaffir corn crop of Kansas. It was a new thing then—back in '92 or '93. People had been talking a good deal about Kaffir corn, and I decided it would be a pretty good thing to corner it. There wasn't so very much in the country, you know. So I offered 15 cents, which was the same price as corn. Farmers hauled Kaffir into Pratt from Kiowa, Barber and Kingman counties. I bought five cars and got all there was. Then I began looking for a place to let go. I wrote Eastern houses and got no offers. Finally, however, a letter came from a Kansas City seed house offering me 36 cents a bushel, laid down.

"Horray!" I thought, "here's where I double my money."

I was just on the way to the telegraph office when I happened to think about freight rates. I went to the local agent and inquired.

The rate was 36 cents a bushel! "Whew!"

I took it up with the higher officials and urged that Kaffir shouldn't be classed with timothy and the like; but it took a long time to get the rate down to the basis of wheat and corn.

Two of those five cars I fed to hogs, two were sold at retail, and the other I held over till the following year and got 50 cents a bushel, which about let me out whole.

The coasting trade in grain between Washington and California ports is handicapped by lack of store room.

The proposed change of rule affecting deliveries of provisions on the Chicago Board of Trade was adopted on Nov. 6 by a large majority. The change meets the requirements caused by the changed conditions of trade, because rough ribs (that is, the short rib with the backbone left in) have become the standard cut, and therefore this change was recommended by the committee, composed of A. S. White, chairman; Harry Boore, Frank Waddell, John Tredwell, W. L. Gregson. The passing of this rule, it is believed, will mean a large volume of business for brokers and commission houses and more hedging by country packers.

### GRAIN DOORING AND COOPERAGE OF FREIGHT CARS.

J. C. Lincoln, traffic commissioner of the St. Louis Merchants' Exchange, has issued the following circular on the supplying of grain doors and the cooping of cars by the railroads entering St. Louis.

It has been our contention that it is the duty of the carrier to furnish cars for the transportation of grain of such sound condition as will safely transport the grain to destination, and in addition see that the cars, at their own expense, shall be properly grain doored and coopered, so as to prevent loss by leakage or waste.

I am advised by the carriers that they, as fast as possible, will take over this work of grain dooring and coopering of cars, and in order to carry out such arrangements the carriers have entered into a contract with Mr. J. A. McNulty for the reclaiming of grain doors and the grain dooring and coopering of cars for grain loading.

The duties of the contractor as agent for the carriers are:

First, that he shall reclaim all grain door material belonging to the railroads from all cars unloaded at various industries within the switching limits of St. Louis and East St. Louis, and shall return the same to the railroads. The contractor shall use all such reclaimed material in grain dooring and coopering cars for the railroads upon whose rails the material originated.

Second: He shall cooper all cars for the railroad for loading bulk grain at all industries in the switching limits of St. Louis and East St. Louis, furnishing necessary material to make the cars grain-tight by the use of burlaps, etc., and to place grain doors on the cars if the same shall be found necessary.

H. P. Grider is the representative of Mr. McNulty in the St. Louis and East St. Louis district, and he will visit the elevators and industries in the near future.

St. Louis' first new corn arrived during the last week of October from Illinois. It graded No. 4 and brought 67c.

The corn grown by the Maine Sanatorium farm at Hebron measured 97½ bushels of shelled grain per acre. It was only a small plot and was heavily fertilized.

The banner yield of corn for northern-central Iowa is reported from Poweshick County, where Wesley Rath has a field that yielded 106 bushels to the acre.

Two cars of Iowa corn were received in Chicago on October 24 by Gestenburg & Co. These cars were the earliest new to come from Iowa the past twenty years. They sold at 64c. f. c. b. cars.

The plant of the Corn Products Refining Co. at Argo, Ill., by January 1 will be grinding 50,000 bushels of corn a day. The company in its various works is now using 100,000 bushels daily.

The steamer Troler of Newcastle loaded at Port Colborne, Ont., on November 1, 94,000 bushels of wheat for Montreal. This was the largest cargo that ever went through the Welland Canal.

All wheat in the Northwest and Canada is grading low. No. 1 northern is practically "out of the list." At Minneapolis out of 35,218,290 bushels of wheat marketed between September 1 and October 20 only 2,341,460 graded No. 1. Canadian wheat is in even worse condition.

One of the largest cars of corn ever received at Chicago was unloaded on October 28 at the Irondale Elevator. It contained 2,327 bus., or 130,350 lbs., of No. 3 yellow. It was received by the Pope & Eckhardt Company and sold by them for 76¼c. a bu., making the aggregate value of the car \$1,775.

Thomas M. Bradshaw, chief weighmaster in the State Grain Inspection and Weighing Department at Kansas City, Mo., has entered the race for nomination for Railroad and Warehouse Commissioner of Missouri. The other candidates are J. H. Curran, of St. Louis, A. J. Lear, and Rube Oglesby, the present incumbent.

The impression recently published that the seed testing bureau of Nebraska would be without available funds is negated in part by Deputy Attorney General Ayres who holds that the fees collected by the state Food and Drug Department in the enforcement of the new pure seeds and feeding stuffs laws are available for use by that department without further appropriation by the legislature. This decision will enable the food and drug department to begin the enforcement of the new seed law at once, although the authorities will be greatly hampered by the lack of a fund with which to get started. "It is now up to the Food and Drug Department," says the Nebraska Farmer, "to see that the farmers of Nebraska are provided with a first-class seed laboratory in charge of a seed expert. The law does not provide for free seed analyses; the fee being 50 cents per sample, hence the importance of giving good service."



## FIRES-CASUALTIES

The Urdike Elevator at Sutton, Neb., was damaged slightly by fire of incendiary origin November 9.

The Cargill Elevator Co.'s house at Racine, Minn., was struck by lightning recently and a small loss was sustained.

The warehouse of the Laclede Hay and Grain Co., St. Louis, Mo., was destroyed by fire recently, causing a loss of about \$1,900.

The house of the Hill-Engstrom Company, of Wichita, Kan., located at Longdale, Okla., was struck by lightning recently and entirely destroyed.

The grain storages of the Illinois Central Railroad at the Poydras Terminal, New Orleans, La., were destroyed by fire October 15, with a loss of \$15,000.

Fire in the mill and elevator of the Alberta Milling Co. at Edmonton, Alta., recently caused a loss of \$1,725 on the mill and \$4,250 on the elevator and contents.

Fire starting in the abandoned office of the Bosch-Ryan Grain Co., at Cedar Rapids, Iowa, caused considerable damage to the interior and the contents of the office.

The Morrison & Hinch Elevator at Hillsboro, Ind., was unroofed recently during a heavy windstorm. The chimney stack of the power house was blown down also.

The elevator of A. J. Murray at Bath, S. D., was totally destroyed by fire October 30. The loss on the building is about \$4,000. No grain was stored in the house at the time.

The hay and grain warehouse of Fred Ohe, at Oakland, Cal., suffered a small loss by fire October 15. The fire started in the hay storage, due, it is thought, to spontaneous combustion.

Fire on the dock next to the Great Northern Elevator "S," at Superior, Wis., set off a number of automatic sprinklers in the elevator and caused considerable water damage to the grain.

Ten thousand bushels of wheat were piled up on the tracks of the Soo Line a few miles from Crystal, Minn., November 6, when a freight train broke in two and nine cars were smashed.

Both the Farmers' and the Iowa Elevators at Tiltonka, Iowa, were destroyed by fire recently. The loss was about \$10,000. Twenty-five hundred bushels of oats were lost in the Iowa Elevator.

A warehouse at Evansville, Ind., belonging to the Ohio Valley Seed Co., was destroyed by fire November 1. The cause of the fire is not known. The loss is estimated at \$5,000, partly covered by insurance.

A steam pipe in the boiler room of the Neizer Elevator at Convey, Ohio, burst and blew the fire out of the grate under the boiler and set fire to the building. The fire was soon extinguished and little damage was done.

The feed and grain warehouses of J. F. Stapleton, located at Roslyn, N. Y., were destroyed by fire October 22. The loss is estimated at \$15,000, partly covered by insurance. The fire is thought to have been the work of an incendiary.

The elevators belonging to the El Reno Mill & Elevator Co. and Minnett & Co., located at Waukomis, Okla., were flooded during a storm October 23. About 2,000 bushels of wheat in the Minnett Elevator were spoiled by the water.

William Ion, who has charge of the Andrews Elevator at Pittsburg, N. D., was caught in the governor of the engine at the elevator November 1, and sustained serious injuries. He was quickly released or the accident might have been fatal.

Three grain storages at Shiner, Texas, belonging to J. C. Blohm & Son, C. B. Welhauser & Co., and Walters Bros., were destroyed by fire recently, causing a loss of about \$750, with no insurance. Almost all of the contents of the buildings were saved.

The Davidson & Owens Elevator at Weaver's Station, near Greenville, Ohio, was completely destroyed by fire recently. The fire was discovered by an employe of the railroad too late to save the building. The loss amounted to about \$4,500, partly covered by insurance.

The Canadian steamer Emperor, with 310,000 bushels of wheat on board, sank at the lower entrance to the Canadian lock at Sault Ste. Marie, Mich., October 18. The steamer cast anchor as it was leaving the lock and then struck the anchor, which ripped open the vessel.

The seven-story grain elevator of the Chicago Flour Mills Co., located at 4633 Grand avenue, Chicago, Ill., was entirely destroyed by fire November 9. The elevator, which contained 60,000 bushels of wheat, is a complete wreck. The fire was discovered by a watchman who smelled oil burning, and before long the entire plant was destroyed. The mill building and two flour storages caught fire from the elevator and were destroyed. The total

loss is estimated at about \$400,000. The origin of the fire is not known, but it evidently started in a part of the house where kerosene was stored.

The warehouse of the Livermore Warehouse Company, Livermore, Cal., was completely destroyed by fire October 19. The loss on the building and contents, consisting of 500 tons of hay, will amount to about \$8,500. The fire originated in a part of the building in which some paints and oils were kept.

The Farmers' Elevator at Niles, N. D., was destroyed by fire October 29. The cause of the fire is not known. The buyer was absent at the time and the fire was discovered by the buyer for the other elevator in time. Quite a little of the grain was saved. The building and contents were insured.

William Kohrs and Charles Tomfohr, two farmers of Zumbro Falls, Minn., were seriously injured while unloading grain at the Jones Elevator at Zumbro Falls, October 24. The horses were frightened by the whistle of a passing train and in trying to run away trampled on the two men, and the wagon, which was on the dumping scales, was overturned upon the two men.

The house of the Goose Lake Lumber and Grain Co., at Laura, Sask., collapsed recently, owing to the undermining of one of the concrete piers of the elevator. About 30,000 bushels of grain were in the elevator at the time of the collapse. The damage to the elevator is estimated at about \$6,000, which was the cost of the house. The company has started the erection of a new elevator.

The Empire Elevator at Milbank, S. D., caught fire October 15, from a hot box in the grain pit, and was completely destroyed. The elevator contained about 15,000 bushels of wheat and the building and contents were fully insured. The Empire people have rented the McIntyre elevator at Ortle and will carry on their business there. Rebuilding operations were started immediately and the company expects to have the new house completed by the first of December.

An explosion of grain dust in the old Angus B. Smith Elevator "B" at Milwaukee caused the total destruction of the house October 14, with a loss of \$300,000. The elevator, owned by the Chicago & North Western Railway and leased by the Rialto Elevator Company, caught fire three times during the day and each time the department responded. At the third call the firemen were cleaning one of the elevator legs of the grain and the dust in the leg exploded and in a few moments the entire building was on fire. The first fires are thought to have been caused by spontaneous combustion in a bin of wet screenings. Three days later the ruins again burst into flames and the firemen had trouble in preventing elevator "A," which is only thirty feet from the site of elevator "B," from catching fire. The company carried insurance covering the loss of the grain and the house.

## ANOTHER DISCRIMINATION DISPOSED OF.

We are glad to report that bids from Buffalo will now be the same for grain originating on the Wabash Road in Illinois as on other roads. There have been more or less discussions and meetings regarding the so-called discriminatory bids from Buffalo against Wabash grain, and until very recently the bids were from  $\frac{1}{4}$ c to  $\frac{1}{2}$ c per bushel less on Wabash grain than for grain originating on other roads. Recently the bids have all been equal, with the exception of one concern in Buffalo who were so situated that they had to bid less for Wabash grain on account of the switching out of their elevator on the Nickel Plate Road.

This bad feature has now been overcome; and tariffs will be issued by the Wabash Road, effective about November 16, opening up the old route which formerly carried considerable grain from the Wabash territory to Buffalo via New Haven, Ind., in connection with the Nickel Plate Railroad. This puts three Fast Freight Lines in operation via New Haven, Ind., in connection with the Nickel Plate Railroad, viz.: Lackawanna, Traders Despatch and Nickel Plate Lines.

We know this will be good news to Wabash shippers, as it practically becomes operative in time for the movement of the new crop of corn.

Members of the Illinois Grain Dealers' Association are to be congratulated that their efforts in behalf of Wabash shippers have been successful; and they should take notice to themselves that by united action they can rid themselves eventually of all discriminations and unfair and improper actions in the trade.

New Orleans in October reported 123,940.30 bus. of wheat, nearly all to Continent of Europe, and 165,466 bus. of corn and 2,410 bus. of oats to Latin America.

The Colfax Grain Co., Colfax, Ind., on fourteen months' business earned \$2,800 net. The books showed that 235,000 bushels of corn were bought during the fourteen months. A 10 per cent dividend was declared, and \$1,250 additional stock was subscribed.

## TRANSPORTATION

Lake insurance ceases on Nov. 30.

The Memphis & Gulf is asking for water frontage for an export terminal at Pensacola, Fla.

The car shortage has become an acute condition in western Canada; and all grain elevators are full.

The N. Y. N. H. & H. has established a new transatlantic between Boston and Rotterdam for grain.

The Nebraska Railway Commission has made a reduction in alfalfa meal rates to Omaha about one-third.

The new grain route of the C. P. Ry. between Georgian Bay and Montreal via Bethany to Victoria Harbor has been completed.

The C. & E. I. has cancelled the 7c. rate Chicago to St. Louis on grain products, and made a rate of  $7\frac{1}{2}$  and 8c. as per the competing lines.

The Santa Fe rates on bran, barley and wheat (advances) effective Nov. 1, have been suspended until Feb'y 28, 1912, by the Commerce Commission.

Hay dealers at Kansas City have entered a protest against the M. K. & T. switching charges on hay as a danger to the existence of the local hay market.

The car surplus in the United States is rapidly disappearing, having by Nov. 1 been reduced by about 20,000. The Middle West is absorbing cars more rapidly than any other part of the country.

Rates on grain from Buffalo and other lake ports to Seaboard have been advanced from  $3\frac{1}{2}$ c. to 5c. on wheat effective at midnight, October 31. The rate on wheat from Fort William to Georgian Bay has been advanced to  $1\frac{1}{4}$ c.

The Montreal Transportation Co. has announced that it will not send any of its grain carrying steamers beyond Kingston for the rest of the season. Grain taken from Fort William to Kingston will be sent on from the latter port to Montreal by barge.

The Grand Island has filed notice that beginning November 8, \$2 will be charged for transferring grain originating on other roads to the Elwood Elevator, St. Joseph, Mo. It already charges \$2 a car for moving the grain back, and the advance would put all local roads on an equal footing. But the grain men are anxious to be protected on the through rates and fear that the Grand Island advance means an increase in them.

A meeting was called for Oct. 24 at Cleveland to organize the lake carriers under one management; but no organization appears to have been perfected. The close of the season has been a poor one, September's business having declined a million tons compared with 1910, while rates, on grain particularly, fell to mid-summer level during October and November with slow demand for space, except at Duluth where on Nov. 1 charters were made to move 10,000,000 bushels in November at  $1\frac{1}{4}$ c. to  $1\frac{3}{4}$ c. for prompt loading.

Grain handlers here have received communications from a large number of eastern roads and a few of the western indicating that there will be a great deal of congestion this winter. The information came as a surprise to the recipients of the letters from the various lines. Although information as to the cause of the prospective congestion was not forthcoming, enough was disclosed to show that the predicted scarcity of cars is because the railroads have failed to keep up their equipment—are in no financial condition to do so, in fact—and have sidetracked a lot of cars that are fit only for the repair-shops.—Record-Herald.

Owing to car shortage and lack of elevator room, many Canadian farmers are piling wheat on the ground.

The first car of new corn in Sioux City this year was received on October 21 by the Interstate Grain Co. The moisture test showed 19.8 per cent.

The report for 1910 of the British Imperial Institute reports the examination of a number of samples of beans of different varieties from the East Africa Protectorate most of which would be readily saleable in the United Kingdom, and others on the Continent or in South Africa. The valuations varied from £5 to £6 5s. per ton in the case of varieties suitable mainly for feeding purposes for cattle, whilst others suitable for human consumption were valued at higher prices, in some cases as much as £13 to £15 per ton. Several varieties of beans from Southern Nigeria were found to be suitable for feeding animals or for human food. "Florida" beans from Nyasaland were valued at £5 5s. per ton, and Pigeon peas from Sierra Leone at £4 to £5 per ton. A sample of "Sword Beans" (*Canavalia sp.*) was received from British Honduras. These beans are not known at present on the London market, and a trial consignment has therefore been requested from the Colony.



## HAY AND STRAW

Farmers about Westmoreland, N. H., are planting pasture land with alfalfa.

The hay dealers of Los Angeles, Calif., had their annual banquet on Oct. 26.

The Shaw ranch, near Lewistown, Mont., has harvested over 2,000 tons of alfalfa this year.

Farmers about Sikeston, Mo., have just harvested the largest crop of pea hay ever cut in that district.

Green alfalfa put in a barn near Monroe, Wis., is said to have caused a fire by spontaneous combustion.

Sec'y F. D. Coburn of Kansas was in Alabama in October lecturing by request on alfalfa in that state.

The Stone Straw Co., 38 O street, N. E., Washington, D. C., will erect a two story brick warehouse at a cost of \$3,700.

Alfalfa has made a good showing near Fredericksburg, Va., this year. Crops have averaged 8 tons per acre in four cuttings.

The Farmers' Grain Co., of Sheldon, Ind., has handled thirty cars of hay during the past month at a price of about \$19 per ton.

Oklahoma has more acreage planted to kaffir corn, sorghum and milo maize than before and there will be little shortage in feedstuffs.

There are 400 cars of baled alfalfa ready to be shipped out of Wheatland, Wyo. Shipments average about ten tons daily at a price of \$9 per ton.

Second crop rice about Oscar, La., is being cut and baled for hay. T. R. Lorio, who has 4,000 acres planted, expects to cut about 15,000 bales.

Since hay shipping began in earnest it seems as though the O.-W. R. R. & N. has been short of cars and able to fill only half the orders for empties.

Z. S. Spalding, a Hawaiian sugar planter, is planning to build a model city south of Willows, Cal., near the town of Norman. A large alfalfa mill will be erected.

The governors of the Board of Trade of Tampa, Fla., have been asked to establish inspection of hay and grain receipts there. The hay men object on account of the cost.

Alfalfa is becoming a profitable crop about Hickman, Ky. It averages about five cuttings a year, with a total of ten tons per acre, and at present is selling for \$17 a ton.

Walla Walla County, Wash., grew 10,000 tons of hay this year, of which 8,000 tons was grown in the Touchet Valley. Alfalfa is bringing \$10 and \$11 a ton on board the cars.

Judge W. F. Rightmire, of Topeka, Kan., has invented a machine for taking freshly cut alfalfa and drying it and curing it in oil heated ovens, after which the hay may be ground into meal.

Dickinson Bros., of Owosso, Okla., were recently fined for violation of the town ordinance forbidding the storing of more than five tons of hay at one time in a non-fireproof building. They appealed.

The Millington Hay & Produce Co., of Millington, Mich., which has been operated as a branch of the Vassar Hay & Produce Co., has been sold by the latter company to the Sioux City Seed & Nursery Co.

The failure of the hay crop in York County, Pa., has produced an unprecedented demand for fodder crops. Straw was very short in that county owing to the rust, and farmers are using field weeds for bedding.

The M. C. Peters Mill Co., of Omaha, Neb., will have an exhibit of alfalfa at the Land Show to be given at Madison Square Garden, New York City, in order to educate the Eastern stock feeders in balancing rations with alfalfa.

A farmer near Jacksonville, Texas, has cut 2,300 bales of Bermuda hay on a fourteen acre meadow and expects still another cutting this season. Bermuda hay is selling in that region at 50 cents a bale. The meadow will bring in about \$100 per acre.

E. A. Cohen and E. W. and Joseph Peirera, members of the Scott Valley Land Syndicate, near Fort Jones, Cal., are ready to finance an alfalfa meal mill if a mill man can be interested. The Scott valley contains 300,000 acres suitable for alfalfa growing.

Canadian hay is an almost world-wide necessity in these days, the Eastern and Western States, the United Kingdom and Europe being all anxious to secure as much as possible of our surplus product. Our crop of hay this year, although not as large as that of the year previous, is much better in quality, and on that account is more sought after. American buyers are strong competitors of Montreal merchants, and are paying more money at some country points than this market can stand. Owing to the great deficiency in the English crop of hay, exporters here have great difficulty in securing sufficient ocean freight to fill their Liverpool, London and Bristol orders. Some in the trade are of opinion that the provinces of Quebec and Ontario will not have enough surplus hay to fill all their foreign

orders; but it will be very surprising if Canada has not sufficient to supply all foreign as well as home requirements.—Montreal Trade Bulletin.

The hay embargo placed upon New York City several months ago was withdrawn the latter part of October and shippers are now free to ship hay into the city. Practically all of last year's hay has now been disposed of and the New York markets are buying the new crop.

The alfalfa shipping season of the Pecos Valley, N. M., is practically ended. For the past six months there has been an average of 25 cars a day shipped, averaging 10 tons per car and \$11 per ton. The fourth cutting has been cleaned up and a few farmers expect a fifth cutting.

Experiments conducted by the State Experiment Station in western Washington, during the past two years, have shown that alfalfa can be profitably raised in that part of the state. Hitherto farmers have been unable to grow alfalfa with any success. Fields must be inoculated with soil from alfalfa lands.

A new hay association scale has been installed on the Missouri, Kansas & Texas team tracks at Kansas City, Mo. It is an automatic, typewriting, 10-ton scale; and is the fourth scale owned and controlled by the Kansas City Hay Dealers' Association. The others are located on the Missouri Pacific and Belt line team tracks.

In the Twenty-third Annual Report of the Mass. Agr. College Expt. Station, Prof. Brooks says he thinks Massachusetts farmers may safely try alfalfa culture "if they are very careful to follow the directions of the few who have made a success at it, and he expresses the belief that it will eventually be grown in the state successfully."

Hay will give only 75 per cent of a full crop in England this year, according to the reports of the Board of Agriculture. Canadian hay is selling from \$22.50 to \$24 a ton. Canada and the United States are the only sources of hay for England, as the other countries, with the exception of Norway, are prohibited owing to cattle diseases.

Most of the prairie going to Kansas City is from the northern part of Oklahoma, and dealers who have visited that section say there is still much hay to move. Most of the remainder grades No. 2 and better. The northwestern part of Missouri is shipping the greater part of the tame hay at present. There is hardly enough timothy, clover mixed or clover coming to talk about. Prices are the highest in years.

All tame hay crops of Tennessee were cut decidedly short by the drouth of the early summer. Clover was a practical failure, producing at best not more than one-fourth of the average yield. Timothy, redtop and other meadow grasses, while approaching nearer to an average yield than clover, yet fell far short. But as the drouth was followed by a season of copious and frequent rains, the fall pasturage is excellent.

### CANADIAN HAY MARKET.

There is no pause in the activity of the hay trade, which is only checked by the scarcity of cars, for which there is no prospect of any relief in the immediate future. Advices from country points state that American buyers have paid \$13.50 to \$14.00 for No. 2 hay and that \$15.50 was paid last week for about 50 tons of No. 1 hay f. o. b. cars. Several barge loads of Canadian hay are reported on the way to New York by the Whitehall canal. American buyers are said to be taking quite a few cars of No. 3 and clover mixed hay at country points and paying more money that can be had for them in this market. Ocean freight rates are offered from Boston at 20s December and 17s 6d January-February shipment, and 1s extra for primeage.

Sales of No. 2 Canadian hay have been made in New York at \$23.50 to \$25.00 and No. 1 at \$26.00 to \$27.00. The demand for Canadian hay from all quarters is as urgent as ever.—Trade Bulletin, Nov. 10.

### SOME HAY FIGURES.

Secretary J. Vining Taylor, of the National Hay Association, has compiled a table showing the condition of the hay crop in answer to inquiries sent out a short time ago. Below is a summary of this table and the figures given will be found to be as near correct as it is possible to make them:

Timothy—Ohio reports 46% of No. 1 timothy left, Illinois 38½%, Indiana 40%, Michigan 35½%, Pennsylvania 42%, New York 36½%, Kansas 2%, and Iowa 37%. Ohio reports 34% of No. 2 timothy left, Illinois 45%, Indiana 31½%, Michigan 36%, Pennsylvania 55%, New York 43½%, Kansas 4%, and Iowa 40%.

Clover—Ohio reports 34% of clover mixed left, Illinois 41%, Indiana 29½%, Michigan 29½%, Pennsylvania 50%, New York 36%, Kansas 5%, and Iowa 36%. Ohio reports 42% of pure clover left, Illinois 40½%, Indiana 32%, Michigan 41%, New York 29%, Kansas 20%, and Iowa 10%.

Alfalfa—Oklahoma reports 50% of alfalfa left, Kansas 15%, Nebraska 10%, and Colorado 38%.

Prairie—Oklahoma reports 65% of prairie hay left, Arkansas 50%, Kansas 37½%, Iowa 50%, Nebraska 88%, and Colorado 32¾%.

Ohio figures show that shippers are holding 46% less of hay than usual, Illinois 48% less, Indiana 37% less, Michigan 39½% less, Pennsylvania 50% less, New York 37% less, Oklahoma an average amount, Arkansas 30% less, Kansas 35% less, Iowa 35% less, Nebraska 37½% less, and Colorado 50% less. Farmers in Ohio, Illinois, Pennsylvania, New York, and Iowa are not selling freely. In Indiana, Michigan, Oklahoma, Arkansas, Kansas, Nebraska and Colorado they are selling freely. The condition of the roads in Iowa is retarding the movement of hay, but not in other states. Movement of hay in Ohio, Michigan, Arkansas and Nebraska will cease in June; in Illinois, Indiana, Pennsylvania, New York, Kansas and Iowa in May, in Oklahoma in February, and in Colorado in January. Thirteen per cent of the crop in Ohio is still available for shipment, 40% in Illinois and Indiana, 45% in Michigan, 35% in Pennsylvania, 61½% in New York, 65% in Oklahoma, 50% in Arkansas, 37½% in Kansas, 48% in Iowa, 43½% in Nebraska and 17¼% in Colorado.

Hay was of higher quality in Ohio, Illinois, Indiana, Michigan, Pennsylvania, New York, Kansas, Nebraska and Colorado; lower in Iowa; and an average in Oklahoma and Arkansas.

All the states reporting show an anticipation of a shortage before the next crop is harvested. In Oklahoma, Kansas and Colorado indications are that the consumption of hay on the farms will be about the same as last year; in Ohio 20% less, in Michigan 35% less, in New York 25% less, and in Illinois, Indiana, Pennsylvania, Arkansas, Iowa and Nebraska less, but no percentage given for the decrease.

In addition to the above information, Mr. Taylor quotes a few extracts from different members regarding the hay crop, as follows:

A. Whitney, Ohio, writes: "Hay crop for shipment this year is 25% of last, straw 50% of last; no clover for shipment."

C. D. Harvey, Michigan, says: "There is less hay in Michigan than I have ever seen before, and that farmers have sold greater than ever before at this time of the year." He operates through the thumb; and conditions are the same at each place where he does business.

Douglas Grain & Hay Co., Ohio, thinks there will be a shortage, but can not say positively; farmers are feeding other stuff and saving timothy, some even buying straw and fodder to feed.

Daniels Grain Co., Arkansas, informs us that they "put up prairie hay but the crop is short and poor grade. The farmers have raised considerable pea hay and other feed to supply themselves."

Weaver & Co., Michigan: "Corn fodder about spoiled by rain, as are also straw and beans. The hay in this section mostly in the hands of dealers; farmers very bullish on what they have left; crop about 60% of an average."

Cutler-Dickerson Co., Michigan: "35% of crop is a ten-year average; will do well if we get off 100 cars for the season; 600 cars is our usual amount."

Jeff Ray, Indiana: "Clover crop nearly a failure; acreage to timothy and mixed less than usual; never before has hay gone out so fast as this season."

Arnold & Engeler, Indiana: "On account of the good pasture, farmers are afraid prices on hay will not hold; therefore are free sellers. If these conditions are the same all over, there will be a scarcity later on in the season."

Bradley & Co., New York: "Farmers are holding hay for \$20 regardless of quality; crop not over 50% of normal."

Cady & Co., New York: "Farmers are holding very much less than usual; all substitutes, straw, corn-stalks, etc., will be used sparingly, thus avoid using hay at all."

F. L. Kelley, Oklahoma: "Meadows a total failure in Oklahoma this year; not a ton baled; prairie hay has turned out a full crop in Craig, Ottawa and Delaware Counties; other prairie counties short."

Early Kansas wheat sowers have been troubled a good deal by the ravages of a worm, called the wheat field meal worm, or *Elodes opaca*, which feeds upon the seeded wheat until the ground is moist enough to allow the wheat to grow. After rains the worms generally cease operations. The worm has been known for several years but this year it seems to have increased a great deal making re-sowing a necessity in many regions.

Clement, Curtis & Co.'s letter states that their final returns from Canada show a very poor quality as only 41 per cent of the wheat crop grades three or better. Their preliminary returns on the wheat acreage for next year show an increase of 2 per cent. The poor quality of Canadian wheat and our small crop is now offset by a probable Argentina crop 70,000,000 bushels larger than last year. While Russia's crop is short the importing countries have a crop 120,000,000 bushels larger than last year which will offset the smaller Russian shipments. The final corn acreage of this year was 2,790,000,000 or 10 per cent less than last year.



## CROP REPORTS

Seeding in Oklahoma is nearly completed.

Nearly all the early sown fields in Cass county, Michigan, are infested with the Hessian fly.

Wheat acreage harvested in Ohio this year is estimated at 2,032,139 acres, oats 1,493,072 acres, barley 24,182 acres, and rye 66,663 acres.

A. D. Whitehead, district farm agent for Southern Alabama, says that farmers will plant more corn and oats next year, owing to the low price of cotton.

The condition of corn in Kentucky is given as 85, the same as in October. No November report was issued last year when Kentucky had a crop of 105,000,000 bushels.

Preliminary statements of production in France are: Barley, 21,837,000 cwt.; oats, 100,080,000 cwt.; in Roumania, corn, 65,677,000 cwt.; in Japan, of rice, 148,977,000 cwt.

In the majority of places in Alberta and Saskatchewan there is fully 50 per cent of the wheat crop still in the shock, around MacLeod 60 per cent of the grain is yet to be threshed.

Latest reports from Winnipeg, Man., state that between 30,000,000 and 40,000,000 bushels of wheat in the shock or not harvested are under a foot of frozen snow and will be a total loss.

The Ohio wheat crop is short this year about 136,000 bushels. Average production per acre, 15 bushels, quality 94. Eleven per cent of the 1910 crop is estimated to be in the farmers' hands.

Returns from Walla Walla county, Washington, indicate that the weather has been ideal for sowing and that a great portion of the acreage is seeded already. A large tonnage than before is expected.

The estimated yield of beans per acre in Michigan is 12 in the southern counties, 13 in the central and northern and 17 in the upper peninsula. Excessive wet weather has damaged the crop about 25 per cent.

W. W. Johnson, assistant general freight agent of the Burlington road, reports that conditions through southern Nebraska and Kansas point to a large crop next year, the acreage being larger and the condition of the sown ground better.

Oklahoma conditions point to a prospect of 26 per cent of a full corn crop. The November report makes the yield per acre 8 bushels against 16 a year ago. Last year's crop was 90,000,000 bushels of corn. The Government report indicates 50,000,000 bushels.

Seventy per cent of the wheat crop and 78 per cent of the rye crop of Kentucky has been sown already. The acreage of wheat is 105 per cent and of rye 95 per cent of the acreages of 1911. The average condition of corn in Kentucky is 85 per cent.

Calculations of W. C. Gilbreath, commissioner of agriculture of North Dakota, indicate a yield of wheat of at least 80,000,000 bushels, and a full crop of corn. The department estimates the value of the grain, fodder and tuber products of the state at \$150,000,000.

Michigan wheat sown this fall starts with a condition of 90. Last November the condition was 98, but went down to 91 in June, when there was a crop of 14,000,000 bushels. The state report estimates the corn crop at 54,000,000 bushels, oats 40,000,000, rye 60,000,000, and beans 5,200,000. Michigan raises a fifth of the rye crop of the United States.

Ohio reports 20,700 acres of alfalfa this year 88 per cent of the alfalfa acreage of last year. The average production per acre from all cuttings is only 3.8 tons. Ninety-four per cent of the wheat acreage, compared with last years', is sown. The estimated area sown now is 1,915,000 acres. Sixty-two thousand, five hundred eighty-four acres are seeded to rye already, 94 per cent compared with last year. The corn prospect in Ohio, compared with an average, is 90 per cent, buckwheat 83 per cent, clover seed 50 per cent. Reports of damage by corn moulding in the shock are general over the state.

Two months ago the grain crop of western Canada was estimated at 175 million bushels of wheat, 190 million bushels of oats, 35 million bushels of barley. Late reports show that the wheat yield will have to be revised. Wet weather, hailstorms and rust have cut down the returns. Saskatchewan wheat, estimated at 110,000,000 will be cut down 10,000,000 bushels and oats will yield 75 per cent of the first figures. Manitoba will yield about 50,000,000 bushels of wheat. Alberta reports that 75 per cent of the spring wheat has been more or less injured by frost, and 25 per cent of the oats in the south of the province and 80 per cent in the north damaged by the frost.

The Wisconsin crop report for the present season has been issued by the Board of Agriculture and gives the following figures: The average yield per acre in bushels as follows: Wheat 18, rye 19, barley 27, oats 34, buckwheat 16, flax 10, cloverseed

2½, timothy seed 5½, corn, shelled, 40. The quality rank is as follows: Wheat 85, rye 92, barley 83, oats 86, buckwheat 88, flax 97, cloverseed 91, timothy seed 92, corn 82.

Secretary G. J. Gibbs of the Texas Grain Dealers' Association reports that unless there are good general rains the sowing of wheat in all parts of the state except the Panhandle will be greatly reduced. The Panhandle has had much more moisture than any other part of the state and land is in good condition for sowing in that part of the state.

## THE CROP REPORT.

The crop report for November, among other things, says: The condition for the United States on November 1 is estimated as follows:

Crops—	Yield per acre,		— Production —		Quality, 1911, per cent.
	1911.	1910.	1911.	1910.	
Corn, bus....	23.9	27.4	2,776,301,000	3,125,713,000	80.6
Buckwheat, bus. ....	21.3	20.9	17,051,000	17,239,000	87.9
Flaxseed, bus. ....	7.2	4.8	21,692,000	14,116,000	83.5

The percentage of the 1910 corn crop left on the farms is estimated at 4.2 per cent (132,063,000 bushels) against 4.3 per cent (119,056,000 bushels) of the 1909 corn crop on farms November 1, 1910, and 3.3 per cent, the average of similar estimates of the past ten years.

The average weight per measured bushel of wheat of this year's crop is 57.8 pounds, against 58.5 pounds in 1910, and 57.6 pounds the ten-year average.

The average weight per measured bushel of oats of this year's crop is 31.1 pounds against 32.7 pounds in 1910, and 31.2 pounds, the ten-year average.

The average weight per measured bushel of barley of this year's crop is 46.0 pounds, against 46.9 pounds in 1910.

Details of the corn production in the principal states are as follows:

States—	Yield per acre		Production (000 omitted).		Quality, 1911, Pct.
	1911.	1910.	1911.	1910.	
Illinois .....	34.8	34.8	365,504	414,812	78
Iowa .....	31.2	31.2	307,382	343,870	88
Missouri .....	26.0	26.0	213,642	273,900	73
Nebraska .....	21.0	21.0	168,000	206,400	80
Indiana .....	37.0	37.0	189,440	201,216	83
Texas .....	10.4	10.4	96,096	181,280	61
Kansas .....	15.2	15.2	139,338	169,100	70
Ohio .....	38.2	38.2	148,254	144,540	83
Kentucky .....	26.4	26.4	97,759	105,270	79
Tennessee .....	25.9	25.9	95,390	96,348	88
Oklahoma .....	7.8	7.8	46,371	92,352	48
Arkansas .....	20.8	20.8	59,987	69,216	80
Michigan .....	33.4	33.4	70,140	68,040	82
Mississippi .....	19.0	19.0	63,251	66,256	89
Georgia .....	16.0	16.0	73,232	65,714	91
Pennsylvania .....	44.5	44.5	70,577	65,026	87
Alabama .....	18.0	18.0	65,970	63,432	89
Louisiana .....	18.9	18.9	47,590	58,835	76
North Carolina.....	18.2	18.2	55,910	57,139	90
Minnesota .....	33.7	33.7	62,176	56,375	85
Virginia .....	24.0	24.0	51,408	54,621	84
South Dakota.....	22.0	22.0	51,854	54,050	77
South Carolina.....	18.1	18.1	45,522	44,733	88
Wisconsin .....	36.8	36.8	60,867	51,188	85

## GENERAL REVIEW OF CROP CONDITIONS.

The harvests of 1911 have been practically completed and preliminary estimates made of the production of most of the important crops, from which it appears that the aggregate production of crops in 1911 is approximately 7.9 per cent less than the crops of 1910—and about 0.4 per cent less than the average annual production of the preceding five years. The preliminary estimates of production in 1911, with comparisons, of such crops as have been estimated quantitatively by the Bureau of Statistics, with their average farm prices on November 1, 1911, and November 1, 1910, are as follows:

Crops—	Production (000 omitted).		Price (cts.).	
	1911 Preliminary.	1910 Final.	1911.	1910.
Corn, bus....	2,776,301	3,125,713	64.7	52.6
Wheat, bus....	655,516	695,443	91.5	90.5
Oats, bus....	873,641	1,126,765	43.8	34.9
Barley, bus....	145,951	162,227	84.9	55.3
Rye, bus....	30,677	33,039	83.1	71.6
Buckwheat, bus.	17,051	17,239	73.0	65.9
Flaxseed, bus..	21,692	14,116	210.6	229.4
Hay, tons....	46,969	60,978	\$14.62	\$11.96

The Langford Farmers' Elevator Co. has gone into the hands of F. J. Brown as receiver.

The Farmers' Elevator at Aneta, N. D., was recently sold on a mortgage to Albert Wells, acting for another bunch of Nelson County farmers.

The Farmers' Elevator Company of Andover, S. D., was closed for some time owing to financial difficulties, will reopen for business, with F. F. Lewis as manager.

## The CO-OPERATIVES

The Farmers' Elevator Co. of Lennox, S. D., declared a dividend of 20 per cent on crop of 1910.

The Farmers' Elevator Co. of Arnold, Ill., on last crop year's work paid a dividends of 12 per cent on \$7,000.

The Askum Farmers' Elevator Co., Askum, Ill., in the past seventeen months made a profit of \$1,988.70.

The Colfax Grain Company, Colfax, Ind., has just finished its first fourteen months of existence and has handled 235,000 bushels of grain. A dividend of ten per cent has been declared.

The annual meeting of the Watseka Farmers' Elevator Co. was held at Watseka, Ill., in October. While reports showed the company handled 350,000 bus. of grain during the crop year past, "the prevailing opinion throughout the county is that the farmers' company has been paying better prices than will insure a continuance of the business."

Manager J. R. Wilson of the Pickrell Farmers' Elevator Co., Pickrell, Nebr., reported to the annual meeting on October 14 that during the previous six months the elevator had handled 150,000 bushels of grain at a profit of \$2,100, paying 1 to 3 cents more for grain than was paid in the markets of the surrounding towns. A dividend of 20 per cent on \$5,000 capital was declared.

Forty managers of farmers' elevators held a meeting at Fort Dodge, Ia., on November 4, with Mr. Glanrow of Melvin in the chair and E. H. Thompson of Badger at the secretary's desk. The men "talked shop" all day, and appointed a committee to prepare program for a state meeting of farmers' elevator companies to be held at Fort Dodge in February next.

## SOUTH DAKOTA ELEVATOR CO.

The difficulties of the South Dakota Elevator Co., operating seven elevators, culminated in the suspension of the company and the arrest on Oct. 14 of W. B. Roby of Verdon, the manager, on an embezzlement charge. Roby was arraigned in the Circuit Court and his bond fixed at \$8,000, and as he was unable to furnish it he was lodged in jail. C. J. Tollefson was placed in charge of the company's affairs, temporarily, as manager, and the elevators reopened. It is believed Roby became involved in speculation, and the deeper in he got the more heavily he plunged to retrieve his losses. The company owed at the time of Roby's arrest \$130,000, and at a directors' meeting a dividend to creditors of 20 per cent was ordered paid at once. It is hoped to reorganize the company with \$100,000 to \$125,000, the creditors to be paid in stock to the amount of the remaining 80 per cent due. There were 85,000 bus. of grain on hand.

## COMPANIES IN TROUBLE.

The property of the Farmers' Elevator Co. of Stanton, Minn., has been ordered sold at public auction, the company being bankrupt. The elevator is located on the C. G. W. Ry., 36 miles south of St. Paul; it has 20,000 bushels' capacity; is equipped with dump and automatic loading scales; new Owens Cleaner, 16-horse power gas engine, Strong-Scott 4-roll Feed Mill, cob crusher, and extensive new coal sheds, all in good repair and working order; and had exclusive trade in coal, mill feed and grain in an excellent farming country tributary. It did \$70,000.00 business annually but could not make money.

The failure of the Farmers' Elevator Co. at Turtle Lake, N. D., was enquired into by the Railway Commission on Oct. 25. The failure involved a settlement by the bonding company with the creditors. There was some question raised as to whether or not the method of settlement is any concern of the Railroad Commission, or whether all that board is called upon to do is to pass upon the form of the bonds as they are filed.

The Sisseton Standard has heard that the defunct Sisseton Farmers' Elevator Company, managed by A. J. Norby, is being made the subject of investigation by the South Dakota Board of Railroad Commissioners.

The Farmers' Elevator Co. elevator at Twin Valley, Minn., was sold in October to satisfy a mortgage of \$1,575.

Marcelin Beridon has been appointed receiver of the Farmers' Union Co-operative Warehouse Co., Limited, of Marksville, La., and his bond fixed at \$2,500. T. T. Fields and A. B. De Bellevue have been named as appraisers. The assets of the company are declared to be \$2,500.

The Eastern Farmers' Elevator Co., of Estevan, Man., is in the hands of the bailiff and it is said that it is altogether likely that it will pass into the hands of the mortgagees.

The Wylie Farmers' Elevator & Merc. Co. at Wylie, Minn., is going through the auditors' hands, a shortage being suspected.



## IN THE COURTS

A two per cent dividend will go to the creditors of the bankrupt Durant & Elmore Grain Co., of Albany, N. Y.

The constitutionality of the fee bill passed by the recent Illinois General Assembly is now pending in the Supreme Court. The court has allowed the motion to submit it at this term of the court.

The Enterprise Grain Co., of Champaign, Ill., has commenced suit against the Thomasboro Farmers' Grain, Lumber & Coal Co., for \$500. The suit grew out of the failure of the elevator company to deliver 3,000 bushels of corn to the Enterprise Grain Co.

An involuntary petition in bankruptcy has been filed against the C. W. Smith Elevator Co., of Buffalo, N. Y., by E. M. Hager & Sons Co., J. W. Ruger Manufacturing Co., and the H. G. Trout Co. The claims amount to nearly \$1,000.

The Western Grain Products Co., of Hammond, Ind., has filed a complaint with the Interstate Commerce Commission charging that the Indiana Harbor and Marquette railroads have overcharged them to the amount of \$2,697 on freight rates from Holland and St. Louis to Hammond.

Samuel H. DeLong, receiver for the Barnhouse Seed and Grain Co., of St. Joseph, Mo., has been awarded judgment for \$1,433 with interest from July 16, 1906, in his suit against J. P. Barnhouse for an accounting as president and general manager of the company prior to the appointment of the receiver.

Dewey Brothers Co., of Blanchester, Ohio, filed complaint before the Interstate Commerce Commission October 21, against the Louisville, Henderson and St. Louis Railroad, the Baltimore and Ohio Southwestern, and the Baltimore and Ohio charging excessive rates on grains shipped from Stanley, Ky., to Akron, Ohio.

P. H. McElligott, a Minnesota state deputy weighmaster, has filed suit against the Northwestern Consolidated Milling Co., for \$2,550 damages for alleged personal injuries sustained while engaged in official business at the Company's elevator June 7. He states that while he was weighing grain he was struck by a freight car door.

The case of the Canadian Pacific Railway against the International Elevator Company, Winnipeg, Man., was decided in favor of the railway company. The Canadian Pacific charged that the elevator company had appropriated a car of wheat that the railroad had delivered to the Western Canada Flour Mill, and then sold the car and shipped it.

George Nixon of Ryder, Ward county, N. D., was arrested recently on a charge of having sold his crop of grain without paying the seed lien. Ward county furnished the seed to Nixon and received a lien on the coming crop, and it is charged that he sold his grain and failed to settle with the county. This is the first seed lien case to be tried in that part of the state.

The case of the Meaford Elevator Co., Meaford, Ont., against Playfair, has been appealed, after judgment had been awarded to the elevator company for \$5,700. The elevator company was awarded damages for the breaking of the marine leg of its elevator due to the carelessness of these in charge of the steamers Mount Stephen and Kinmount, which were being loaded.

G. M. Powell, of Big Bend township, an elevator owner of Hardy, Neb., has begun suit in the District Court of Republic County to test the legality of the double tax imposed on stockholders in elevator companies along the Kansas Nebraska state line. The stockholders complain that they have to pay taxes in both states, those holding stock in each state have to pay in each state.

The Federal court has granted the Chicago Board of Trade a permanent injunction restraining H. E. Gooch & Co., of Lincoln, Neb., from using quotations without the knowledge and consent of the Board of Trade. The Gooch Company is compelled to pay all costs in the case. The suit was brought three years ago by the Chicago Board, which claimed that in some way unknown to it, the Gooch Company was securing and making use of its private quotations.

H. C. Silver of Simpson, Ind., has filed a petition before the Indiana State Railroad Commission, representing that the C., B. & C. railroad has conspired with Weber & Purviance of Simpson, to prevent him from engaging in the grain business at Simpson. He states that he recently bought lands with the object of erecting an elevator and that now the railroad refuses to allow him to enter its right of way and has given Weber and Purviance the exclusive use and right to the right of way, and that while the elevator was in process of construction the railroad permitted Weber & Purviance to build a fence along its right of way and in front of his land, preventing access. Mr. Silver asks that an order be directed to the C., B. & C. to re-

open the right of way and permit him to have rights and privileges of shipping and receiving goods.

The District Court of Appeals at Washington, D. C., has reversed the decision of Justice Wright in the bucketshop case and the Cellas and Samuel Adler were remanded for trial on the charge of conspiring to conduct a bucketshop in the District of Columbia. Justice Robb stated that the statute in question did not purport to regulate the business of bucketing, but was intended to prohibit it.

The suit of J. Y. Chisholm, trustee of the Clark Grain Co., against the First National Bank of Leroy, Ill., has been on trial at Bloomington, Ill. The plaintiff contends that the bank accepted deposits from the Clark Company after it was known that the grain company was insolvent. Those in charge of the bank state that they did not know of the insolvency of the Grain Company and that at that time the company owed the bank money and is still indebted.

An examination to discover cause for action was opened before the county judge at Sturgeon Bay, Wis., recently. The parties to the action are the Door County Equity Elevator Co. and Frank P. Simon and others. The defendants are the old officers and directors of the Door County Equity Elevator Co. The cause of action is to show fraudulent action on the part of some of the defendants and to hold certain of them liable personally for dealings of the corporation, which is now bankrupt.

In the suit to recover on fire insurance policies after the destruction of the Ontario Elevator in Buffalo, N. Y., October 30, 1904, the New York Court of Appeals has reversed the decision of the lower court and rendered judgment for \$94,756 with interest. A fire burned away the ends of some girders and later an explosion caused the elevator to fall into the harbor. The lower court has upheld the contention of the insurance companies that the explosion caused the destruction of the elevator, not the fire, and that the policy holder was not entitled to recover.

The heirs of the Jeremiah Brosseau Estate were awarded \$553.35, the full amount of their claim against the Tucker Grain Co., of Kankakee, Ill. The Tucker Co.'s elevator burned down two years ago and at the time Brosseau had grain stored in the elevator, awaiting a rise in price. The court held that the Elevator Company had bought the grain, inasmuch as the grain was shipped from the elevator almost immediately after its delivery, despite the contention of the Company that it was not necessary to keep on hand the identical grain, and that the grain was not bought by the Company for a consideration to be determined later, but was merely stored.

Minority stockholders of Chapin & Co., dealers in grain and grain products, who have warehouses in Milwaukee, Wis., and Hammond, Ind., and offices in Milwaukee, Buffalo, N. Y., and Boston, Mass., instituted proceedings recently for the appointment of a receiver. They alleged that while the firm is solvent the management is reckless and incompetent. A temporary injunction was issued, enjoining the company from selling, transferring or disposing of any assets or property and from removing any of the corporate books and records from the jurisdiction of the court. Judge Sanborn refused to appoint the receiver. The action was instituted by George B. Norris, J. E. Geraghty and M. J. Cohen, all of Minneapolis, representing minority stockholders.

J. E. Miller, of Packard, Iowa, has filed suit in the District Court against the Rock Island Railway, seeking damages of \$2,751.33. Miller claims that in December, 1909, he bought nine cars of shelled corn and shipped it from Packard to Davenport, and that on account of the carelessness of the railroad he could not get cars until long after the corn was ready for shipment and that he suffered damage amounting to \$677.47, owing to the overheating of the corn. Later he claims that he shipped two cars of corn to Cedar Rapids and that owing to the delay of the defendant the corn became heated and unfit for milling. He cited several other losses and claims his damages on the ground that the railroad delayed in supplying him with cars or else delayed the cars on the road.

Alexander Macdougall, for fifty years connected with the grain business of Montreal, died at the Royal Victoria Hospital in Montreal, on October 27, at the age of 86. Mr. Macdougall was the president of the Montreal Grain Elevating Co.

Some oats yields reported: Geo. Edinger, winner of the Howard Elliott Cup, 147½ bushels, 32-lb., per acre for a field of 100 acres, near Dillon, Mont.; W. H. Gold farm near Milton, Ore., 110 bushels per acre on 30 acres; P. B. Dykeman, near Riverton, Wyo., 103 bushels on a single acre. A sample of oats was shown at Cedar Rapids, Ia., from a farm near Bertram that weighed 40 lbs. to the bushel and were perfect in form and color.

## OBITUARY

William Lyons, a grain dealer and stock buyer of Cerro Gordo, Ill., died at his home recently, at the age of 66.

A. E. Lawrence, proprietor of an elevator at Decatur, Mich., died recently from lockjaw caused by a stroke by the crank of his automobile.

J. W. Chambers, for many years the Des Moines, Iowa, manager of the Peavey Elevator Co., died at his home in Los Angeles, Cal., October 22.

Martin Peterson, formerly in the grain business in Marne, under the firm name of Harris & Peterson, died recently at his home in Elkhorn, Iowa.

John Adams, a grain dealer living near Sac City, Iowa, was struck by a fast train near Albia, Iowa, and killed. He was returning from a trip to Hocking.

Herbert Brine, an employe in the government elevator at Virden, Man., was killed in the elevator recently by the giving way of a bin while he was working underneath it.

J. P. Morgan, aged 60 years, employed at the Hughston Grain Company's plant at Plano, Texas, was caught in the shafting of the corn sheller and instantly killed. No one saw the accident.

J. S. Macauley, former president of the Wichita Board of Trade, Wichita, Kan., and member of the firm of Hannington & Macauley, grain dealers, died at the home of his son, W. S. Macauley, in Mulvane, Kan., aged 58.

Mrs. C. G. Hammond, wife of the president of the Huntley Manufacturing Co., Silver Creek, N. Y., died at the home of her daughter in Columbus, Ohio, October 17. Only a short time previous she was taken ill with pneumonia, but her condition was not thought serious.

Ezra Anderson, formerly in the grain business at LaRue, Ohio, died at his home in LaRue October 27. Mr. Anderson was engaged in the grain business until 1875, when his entire business and warehouse was burned out. After that time he was in the implement business.

Walter S. Rice, superintendent of the Haughton Elevator Co., of Toledo, Ohio, died at Toledo from peritonitis recently, aged 43. He came to Toledo in 1889 and started in as a laborer in the Haughton Elevator Co. Since that time he worked himself up to the post of superintendent.

Francis B. Sprague of South Framingham, Mass., died on the porch of his home as he was about to enter the house on October 28. Mr. Sprague was the owner, with Charles A. Williams, of an elevator and mill at South Framingham, and was interested in the wholesale grain business.

Oscar Cobb, formerly well known in the grain business in Buffalo, N. Y., died at his home in Buffalo, recently, at the age of 95. In 1848 he formed a partnership in the grain commission business with his brother. In 1871 he retired from business, and his grain business at the Central Wharf in Buffalo was sold.

Columbus A. Orvis, a pioneer member of the Chicago Board of Trade and a resident of Chicago since 1850, died at his home in Chicago October 22 at the age of 82. In 1861 he was a member of the firm of Stiles, Goldy & McMahon. Until ten years ago he was active on the Board, and three years ago he sold his seat.

Ralph Eugene Stults, an auditor in the employ of the Neola Elevator Co., died at his home in Corning, Iowa, October 28, aged 26. Mr. Stults had been in the employ of the Neola Elevator Co. for some time, had been a buyer at Linden for two years, and at the time of his death was auditor for the east half of Iowa, with headquarters at Des Moines.

Arthur W. Jordan of Atlantic, Mass., died suddenly at his offices in Boston, Mass., October 24. He was in the employ of the Union Stock Yards Co. of Chicago for some time, and entered the grain business in Chicago. He returned to the East later and became the agent for a Chicago grain firm at Portland, Me. He finally moved to Boston, where he conducted a grain business.

Norman J. Colman, first Secretary of Agriculture of the United States, died recently on a train that was taking him to St. Louis. He suffered a stroke of apoplexy while in a sleeping car at Lexington Junction, Mo. Mr. Colman was 84 years of age and had held many public offices. He was formerly lieutenant-governor of Missouri. He owned and edited a farm magazine and conducted a model farm and experiment station in St. Louis County.

Abner McCallister, formerly a prominent grain dealer of Morrison, Ill., died at his home in Morrison recently. He was born in Armstrong county, Pa., about sixty-six years ago, but came west when a young man and spent most of his life at Morrison, Ill. For years he conducted a grain business at Morrison and finally sold out to Potter & Johnson, and then went west and settled in Aberdeen, S. D. During the past two years he lived in Morrison. Death was caused by a cancer of the stomach.



## FIELD SEEDS

The Pecos Valley (N. M. and Texas) alfalfa growers report a seed crop of at least 1,000,000 lbs.

Alfalfa seed has been a prolific crop this year in Kansas, and is everywhere plentiful, at least this side of the Rockies.

The Jackson Seed Co. of Cedar Rapids, Ia., on October 17 shipped four carloads of timothy seed to Chicago that represented \$32,000.

A farmer near Oakland, Ia., about 25 miles due east of Omaha, threshed this fall seven acres of alfalfa that gave him 58 bus., worth \$13 per bushel.

The Southern Seed Co., Indianapolis, has been incorporated with capital stock of \$25,000; directors, E. C. Foltz, R. P. Dawson and J. H. Spencer.

Work has been begun on the dismantling of the Hagelin flour mill preparatory to placing it in readiness for the seed cleaning plant to be operated by the Farmers' Corporation at Northfield, Minn.

Prof. O. C. Churchill of the Oklahoma Agr. College, advises the growing of Japanese clover in the warm, moist climates of the Southern states and in Oklahoma, both for hay and for pasture.

The Binding-Stevens Seed Co., Tulsa, Okla., are building a seed elevator to cost about \$7,500. It will be provided with cleaners, storage room for 25,000 bus. of grain, and machinery to handle eight to ten cars daily.

As the state of North Dakota is experiencing difficulty in collecting payment for seed grain supplied to farmers last spring, it is said that in the future the terms of supply will be much more exacting than in the past.

The November Crop Report gives the average yield of flaxseed in North Dakota as 7.9 bus.; South Dakota, 5.5 bus.; and Minnesota, 7.5 bus.; and the total yield of the three states as 19,866,000 bus., against 10,618,000 bus. in 1910.

The production of selected and pedigreed barley has so far developed, that Prof. R. A. Moore of the experiment station at Madison, Wis., says that state is now able to supply all the seed barley of high grade the country is likely to demand or need.

The Bullhurst Seed Farms at Calgary, Sask., raised a large crop this year of oats from seed imported from Garton Bros., England, some of the hundreds of acres going 112 bus. per acre that weighed 42 lbs. D. W. Trotter is manager of this estate.

The California Commissioner of Horticulture has declared a quarantine on all alfalfa seed brought into the state, claiming a threatened invasion of the alfalfa weevil. Forty-five quarantine deputies have been instructed to inspect all foreign seed and confiscate any that appears infected.

Timothy seed promises to be scarce, so the bulls say. It certainly was a very short crop, except in some favored sections. Large Eastern long writes: "The situation on timothy seed is becoming more strained all the time and we do not see at present where the world's supply will come from on this crop.—C. A. King & Co.

The Government has placed on order with L. C. Kemp of Huron, S. D., for several bushels of locally and acclimated grain, "Wisconsin No. 7" corn, an early maturing corn with small cob, large, flat kernels, with ears of good size, well developed and filled to the tips and weighing from 12 to 16 ounces. The corn seems to be especially adapted to the seasons and climatic conditions that prevail in Northwestern and more northerly states.

The Experiment Station at Ames, Ia., has undertaken very extensive investigation of clover pollination. Among the questions it is hoped to answer are these: The dependency of clover on outside pollinating agencies; the relative efficiency of certain insects; the effectiveness of insects as compared with mechanical pollination; the relative efficiency of different methods of mechanical pollination; the best number of workings and the best time therefor; the effect of self-fertilization or inbreeding on the vigor of the progeny.

### WHOLESALE GRASS SEED DEALERS.

An adjourned meeting of the Wholesale Grass Seed Dealers' Association of the United States and Canada, was held at Cincinnati, at the Business Men's Club, on October 19. The meeting, which was adjourned from the annual convention at Marblehead, Conn., last June, was called to complete the work of the year, by the election of officers, hearing of reports of committees, etc.

The following firms were represented at the meeting: The Albert Dickinson Co. and the Illinois Seed Co., Chicago; Plant Seed Co., Charles E. Prunty, Schisler-Cornelli Co. and D. L. Bushnell & Co., St. Louis; Wm. G. Scarlett & Co., Baltimore; J. Charles McCullough and the J. M. McCullough Sons Co., Cincinnati; S. N. Flower & Co., Toledo; Joseph Brech & Sons' Corporation, Boston; National Seed Co., Louisville, Ky.; Henry Nungesser & Co., New York, and Bartildes Seed Co., Lawrence, Kan.

The following officers were elected: President,

Albert McCullough, of the J. M. McCullough Sons Co., Cincinnati; vice-president, Charles D. Boyles, of the Albert Dickinson Co., Chicago; and secretary and treasurer, S. G. Scarlett, of Wm. G. Scarlett & Co., Baltimore, Md.

### MAINE SEED IMPROVEMENT ASSOCIATION.

The annual meeting of the Maine Improvement Ass'n. will be held at Waterville on Nov. 21-23. Substantial prizes are offered for exhibits of grains, beans, potatoes, etc. Among the addresses on the program are the following: "What the U. S. Department of Agriculture has done for the farmers," by Dr. G. M. Twitchell, Auburn; "The work of the Association during the past year," by C. W. Barber, Augusta; "Vetch as a forage crop," by H. G. Beyer, Jr., Portland; "Developing disease resistant strains of plants," by M. F. Barrus, Asst. Prof. Plant Pathology, Cornell Univ.; "What type of old-fashioned yellow eye bean shall we grow?" by F. H. Morse, Waterford, and A. P. Howes, Palmyra.

### BELOIT SEED STORE.

The Beloit Seed Store, Wagner & Hasman, proprietors, has just been removed to the new building in Beloit, Kansas, and our picture shows the own-



BELOIT SEED STORE.

ers standing in the doorway with their employees on either side.

The Beloit Seed Store handles cane, Kaffir, millet and alfalfa seed as specialties, as well as seed corn and seed potatoes, also hay and all kinds of feeds. They say they are well pleased with this year's business and predict a banner year's trade in 1912.

### CLOVER SEED CROP.

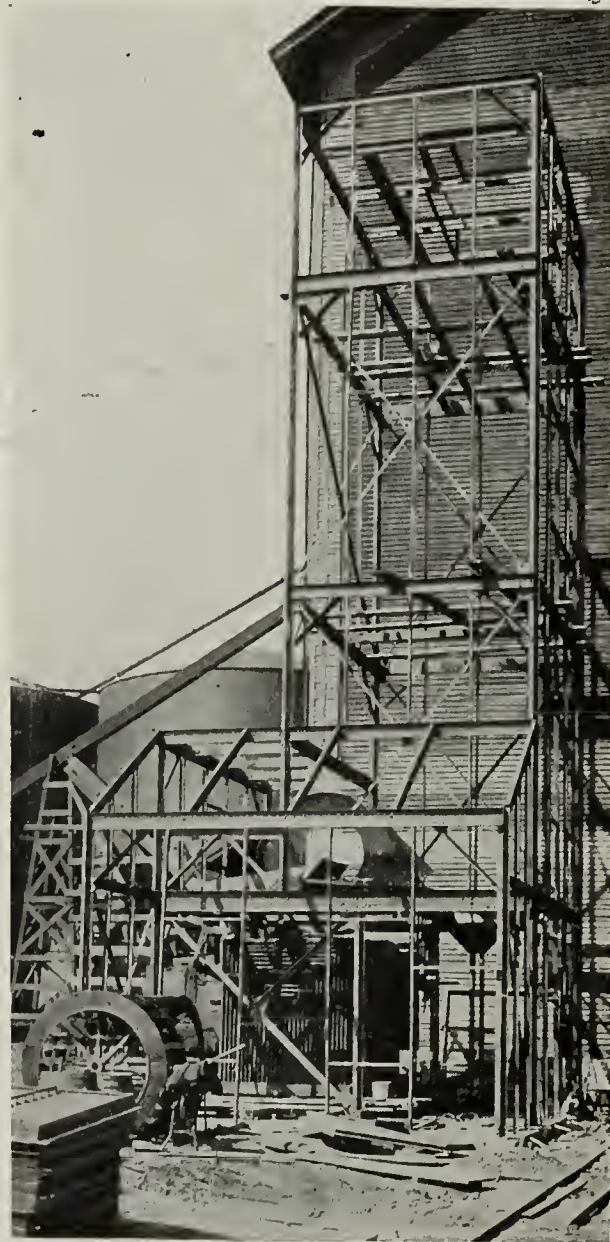
J. F. Zahm & Co., Toledo, under date Nov. 4, as to clover seed, say: "Receipts to date about one-half as large as a year ago. Stocks here now about 13,000 bags, figuring that about 2,500 bags were carried over from last season. Domestic situation was never more bullish. The trade is beginning to wonder what has become of the Mammoth seed which was conceded to be a fair crop. Surely present prices would have drawn out any surplus unless the owners figured that they would need it at home next spring. A year ago the trade was talking about the poor quality of samples received from abroad, and they are talking the same again this year. However, there has probably been considerable of it bought which will reach this market soon. While a great deal of it will not grade on account of the large sprinkling of buckhorn in it, at the same time it will fill many holes."

"Our advices of consignments the past two weeks have been practically nothing, while usually they would average a carload a day in small lots. The bulls are beginning to wonder where the seed is to come from for next spring's sowing. As previously stated, we figure that the domestic situation was never more bullish, and it is only a question of the amount of seed to come from abroad."

C. A. King & Co. same market, as early as October 14 said: "The world's clover seed crop is smaller than last year. Europe, Canada and United States all have less with very little carried over from last season. Recent weather has hurt the quality, and prime may be scarce. Receipts here in September were large but the total for the season is only half as much as year ago. England offers some seed, but wants more than present prices and the buckhorn in it is quite objectionable."

Baltimore's first new yellow corn was received on October 13 from Maryland.

# The Ellis Drier Co.



STEEL FRAME BEFORE COVERING

Showing steel frame work of Indianapolis Elevator Co.'s new drying plant at Indianapolis, Ind. Capacity 850 to 1000 bushels per hour

It's Nature's Nearest Way

Postal Teleg. Bldg.

Chicago  
U. S. A.



## PERSONAL

George Christopher is buying grain at an elevator at Dunlap, Ill.

Arthur Gordon has charge of the grain elevator at Victoria, Ill.

Emil Turecek is in charge of the grain elevator at Cou Falls, Iowa.

Harry M. Farnum is manager of the Dalton Grain Co., of Dalton, Mass.

Fred F. Smith, of Verdon, S. D., is now in charge of an elevator at Benito, Man.

Erick Norberg of Princeton, Minn., is now in charge of an elevator at Ogilvie, Minn.

Chris Carisch is now buying grain for the Farmers' Elevator Co., at Culbertson, Mont.

Ralph Desser, of Spiritwood, N. D., has taken charge of the elevator at Dickey, N. D.

F. F. Flaherty, of Charlotte, Mich., is back at his office in the Belden Elevator, after a long illness.

William St. George, of Warren, Mass., is now manager of the Cutler Grain Co., at Thorndike, Mass.

William W. Rider, of Baltimore, Md., a dealer in feed and grain, was recently operated on for appendicitis.

Charles A. Eaton is now the manager of the Concrete Elevator Co., of Minneapolis, owned by E. S. Woodworth.

J. E. Swanson, of Stanton, Iowa, has moved to Essex, Iowa, where he has charge of Turner Brothers' elevator.

Warren Lee, of Hendrum, Minn., is now agent for the St. Anthony & Dakota Elevator Co., at Erskine, Minn.

A. H. Lytle, of Beach, N. D., seriously injured a finger on his right hand by having a freight car door shut on it.

A. C. Schroeder, who has been manager of the Farmers' Elevator at Palmer, Iowa, for the past two years, has resigned.

George Kendall has taken charge of the Sidney Elevator at Sidney, Mont., taking the place of Roy Rounce, who has resigned.

Robert W. Leetch, who has been manager of the Farmers' Elevator at Cooksville, Ill., has resigned and will move to Colfax, Ill.

M. L. R. Tankersley, of Champaign and Decatur, Ill., states that he has absolutely no connection with the Enterprise Grain Co.

J. C. Dachsteiner has sold his interest in the elevator at West Unity, Ohio, and is now a member of the Toledo Produce Exchange.

Agent Hanft of the Beyers Elevator at Edmunds, N. D., has taken charge of the new elevator built by Edward Alfsen at Woodworth, N. D.

Charles C. Smith, formerly of Pratt, Kan., has leased the Bailey Elevator at Hutchinson, Kan. He is manager of the new Golden Grain Co.

P. P. Wermerschirch, of Beach, N. D., formerly manager of the A. H. Lytle Elevator at Beach, is now manager of an elevator at Hinton, Iowa.

Peter Paulson is in charge of the Osborne-McMillan Elevator, at Belgrade, Minn., filling the vacancy left by the resignation of Ole Hendrickson.

W. H. Morehouse, known to the grain trade as W. H. Morehouse & Co., of Toledo, Ohio, was recently married in New York to Mrs. Joseph Ernst of Toledo.

Jacob Gebhardt, who has been wheat buyer for the elevator at Searles, Minn., for the past two years, has resigned and his place has been taken by George Kopp.

James Murray, until recently manager of the Pacific Grain Co., of Calgary, Alta., has accepted a position as manager for the Brackman-Kerr business at Vancouver, B. C.

George C. Barland, the Federal Elevator agent at Hillsboro, N. D., has closed up the elevator and moved to Cooperstown, N. D., where he will have charge of the Cargill elevator.

Miss Inez Pearson, of Urbana, Ill., was married to F. E. Kreig, of Milwaukee, Wis., recently. Mr. Kreig is secretary for the firm of E. G. Hadden & Co., grain dealers at Milwaukee, Wis.

Henry J. Patten, younger brother of James Patten, the millionaire grain operator, is seriously ill at his home in Evanston, Ill. Mr. Patten is superintendent of the Bartlett-Frazier Elevators.

J. L. Cohen, formerly agent of the Van Dusen Elevator at Claremont, Minn., has turned over the office to Ross Lowe of Highmore, S. D., and has gone into the coal business at Rochester, Minn.

Last month John Peterson, buyer for the St. Anthony & Dakota Elevator Co., at Erskine, Minn., shot himself through the left lung and through the head, while despondent. For a long time it was thought that the wounds would prove fatal,

but the man is recovering and will soon be about his work as usual. His recovery is considered remarkable by the doctors.

L. W. Smith, who was formerly in charge of the elevator at Marsh, Mont., is now in charge of the house of the Rocky Mountain Elevator Co. at Great Falls, Mont. He is succeeded at Marsh by R. D. Hyde.

C. J. Tollefson has opened the Great Western Elevator at Stratford, S. D. He was with the South Dakota Farmers' Company the first part of the season, but left it when the farmers closed down.

J. M. Kaplinsky, representative of the Society of Matthew Backroff, St. Petersburg, Russia, is in the United States to purchase Durum wheat. Russia will have to buy a lot of Durum wheat, he says, on account of the shortage.

H. B. Horner, who organized the Union City Grain and Feed Co., Union City, Tenn., and has been president and manager of it for the past two years, has resigned so as to take care of his land interests. G. B. White has been elected by the directors to fill his place.

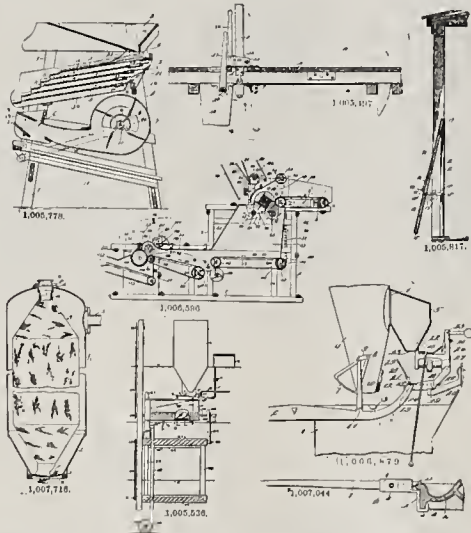
Max Feuer, of Rotterdam, Holland, a large corn importer, is making a tour of the States, visiting all the grain markets and exporting points. He says that the United States ought to have one of its greatest corn export years on account of the shortage of food stuffs in Europe.

## LATE PATENTS

Issued on October 10, 1911.

Alfalfa Feed.—Floyd M. Wilson, Hartman, and James B. Campbell, Lamar, Colo. Filed February 18, 1911. No. 1,005,392.

Process of Making or Mixing Stock Foods.—Joseph E. J. Goodlett, Memphis, Tenn., assignor to H.





**MACHINERY****ENGINES FOR SALE.**

Gasoline engines for sale; 5, 7, 10, 20, 30 and 45 horsepower. TEMPLE PUMP CO., 15th Place, Chicago, Ill.

**ENGINE AND BOILER FOR SALE CHEAP.**

A 12 H. P. Mogul Engine and a 15 H. P. boiler for sale cheap. Both in good condition. Address J. L. B. JOHNSON, Columbus, Ga.

**GASOLINE ENGINES FOR SALE.**

One 10 H. P. vertical gasoline engine, one 15 H. P. horizontal gasoline engine for sale. Address J. SIMON, R. 509, 537 S. Dearborn St., Chicago, Ill.

**FEED MILL FOR SALE.**

Bowsher Feed Mills for sale at cut prices. Brand new mills. One No. 10, \$99.50; one No. 7, \$44.50; several smaller sizes. Prices limited to present stock. Address HARRIS MACHINERY COMPANY, Minneapolis, Minn.

**FEED GRINDER AND SHELLER FOR SALE**

We have for sale: One Scientific Feed Grinder and Crusher, Style L 1, price \$25; One No. 14 Western Warehouse Sheller, price \$25. Both machines in first class condition. A. H. WEBBER & SON, Padua, Ill.

**ENGINES FOR SALE.**

Buckeye, Bates Corliss, Bullock, Atlas, and New York Safety Engines for sale. Various sizes. Also two Ingersoll Air Compressors. Will sell at bargain. OAKDALE IRON COMPANY, 1119 McCormick Bldg., Chicago.

**MACHINES FOR SALE.**

Double Purifying reels. Latest improved type—to handle about 1,000 bus. each per hour; to operate separate or together with 7 H. P. Recently rebuilt and running; will include patterns, etc. Address MUELLER & YOUNG GRAIN CO., Chicago, Ill.

**SECOND HAND GASOLINE ENGINES.**

1 25 H. P. Fairbanks-Morse, 1 25 H. P. K. C. Lightning, 1 15 H. P. K. C. Lightning, 1 2 H. P. International, 1 8 H. P. Fairbanks-Morse, Marine, 1 12 H. P. Red Wing Marine. Guaranteed condition. Way low prices. Address HARRIS MACHINERY COMPANY, Minneapolis, Minn.

**REBUILT MACHINERY FOR SALE.**

List of rebuilt machinery standard makes, late designs, carefully overhauled, and shipped to responsible parties on open account.

**ATTRITION MILLS.**

One 18-in. Engelberg; one 24-in. Foos; one 24-in. Cogswell.

**CYCLONE DUST COLLECTORS.**

Three No. 5, 6 No. 6, 4 No. 7.

**GRINDING MILLS.**

One No. 10 Bowser grinder; one 9x18 three pair high Noye; one 9x14 three pair high Wolf; one 7x18 three pair high Bradford.

**CORN SHELLERS.**

One No. 1 and one No. 2½ Western.

**SCALES.**

One Howe Wagon Scale; Dormant scales, 100 to 1,000 pounds capacity.

**SEPARATORS.**

One No. 2½ B. & L. Warehouse; one No. 4 Monitor receiving separator; one No. 9 Richmond receiving separator.

**SCOURERS.**

Two No. 7 Eureka for elevator work, capacity 4 to 5 hundred bus. per hour.

**GASOLINE ENGINE.**

One 34 H. P. Miami, Gas or Gasoline Engine. ORVILLE SIMPSON CO., Successors to The Straub Machinery Co., Station A., Cincinnati, Ohio.

**MACHINERY****ENGINES AND BURR MILL FOR SALE.**

Have for sale the following: Second hand 15 horse power gasoline engine, nearly new and in good condition; Second hand vertical French burr mill; Second hand 2 horse power gasoline engine, used but little. For information inquire of S. B. MERRITT, Prattsburgh, N. Y.

**FOR SALE CHEAP.**

For sale cheap: One No. 1 United States Pitless Corn Sheller, capacity eight hundred to one thousand bushels per hour, good condition; One No. 2 Victor Warehouse Corn Sheller, capacity five hundred to seven hundred bushels per hour, very little worn; One 10-in. Boss Car Loader, good as new; One Sturtevant Fan, 24-in. diameter, good as new. CRABBS-REYNOLDS-TAYLOR CO., Crawfordsville, Ind.

**SCALES****SCALES FOR SALE.**

Scales for elevators, mills, or for hay, grain or stock; new or second-hand at lowest prices. Lists free. CHICAGO SCALE CO., 299 Jackson Boulevard, Chicago, Ill.

**Miscellaneous Notices**

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

**ELEVATORS BOUGHT AND SOLD.**

I have elevators for sale in all the grain belts, also buyers for all kinds of plants. Write me. R. W. JETER, The Elevator Salesman, Ashton, Ill.

**MACHINERY WANTED****GASOLINE ENGINE WANTED.**

Wanted to buy: An 8 or 10 H. P. gasoline engine complete, in good shape. Must be cheap. Address J. L. B. JOHNSON, Columbus, Ga.

**OAT CLIPPER AND SEPARATOR WANTED.**

Am in the market for a large oat clipper; also large oat and wheat separator, either new or rebuilt. Address W. H. McCORMICK, Billings, Mont.

**WANTED TO BUY.**

We are cash buyers of second-hand grain elevator machinery of all kinds; belting, shafting, buckets, hangers, power transmission and conveying machinery of all descriptions. Send us a list of what you have to offer. THE CLINTON SUPPLY CO., 117 So. Clinton St., Chicago, Ill.

**Grain and Seeds****SEEDS FOR SALE.**

Orchard Grass and Kentucky Blue Grass seed for sale. Ask for free booklet, samples and prices. Address LOUISVILLE SEED CO., Louisville, Ky.

**99**

For twenty-five years 99 Board of Trade has led as headquarters for latest grain news and descriptive literature covering world's crops. Wagner Letter Wagner Crop Booklet, Hix Almanac—"Grain Investments" sent on request. Write to 99.

E. W. WAGNER & CO., 99 Board of Trade, CHICAGO

**MAHOGANY CORN WANTED.**

Can use up to 25,000 bushels of mahogany corn. Send samples and name lowest price. Address C. C. LEWIS, Chamber of Commerce, Buffalo, N. Y.

**FLOUR AND MILL FEEDS.**

Mixed cars of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial order to convince you of the superiority of our products. ANSTED & BURK CO., Springfield, Ohio.

**KAFFIR CORN FOR SALE.**

We are located in the center of the Kaffir corn fields of Butler County, Kan., and can make you prices and supply you direct from the growers to any point in the United States. Write us your wants. J. C. HAINES & CO., Augusta, Kan.

**ALFALFA SEED**

Utah and Idaho grown. We are the largest primary dealers in the west and received highest award at Exposition Universelle, Paris, France, 1900.

THE C. A. SMURTHWAITE GRAIN & MILLING CO.  
OGDEN, UTAH  
Est. 1887



Headquarters for  
WISCONSIN GROWN  
TIMOTHY and CLOVER  
Also  
DRY LAND MONTANA  
GROWN ALFALFA  
Rosenberg & Lieberman  
MILWAUKEE, WIS.  
Est. 1860

**SEEDS WANTED**

We solicit correspondence from shippers or dealers who are in position to offer us, or can secure for us, Timothy, Red, Alsike or Alfalfa Clover, Millet, Red Top, or other Field Seeds. Write us, with crop news, samples, and other information as to production of seed and approximate values in your section. Please refer to this advertisement.

**ILLINOIS SEED CO.**

1521-1535 Johnson St.

CHICAGO, ILL.

**6000 HOGS**

are eating damaged grain in our pens. We buy all kinds of damaged feed in car lots. Wire us about your troubles. Cholera immune weaned pigs, feeders and brood sows always for sale.

UTILIZATION CO., GRAND RAPIDS, MICH.

**ROOFING AND SIDING****SYKES STEEL ROOFING CO.**

114 W. 19th Place, Chicago

**MAKERS OF FIREPROOF WINDOWS**

WE manufacture all gauges of corrugated iron, either painted or galvanized. We make Patent Cap Roofing, Roll Cap roofing, "V" Crimped Roofing, Metal Ceilings, etc., etc.

We make a specialty of

**Corrugated Iron and Metal Roofing For Grain Elevators**

And take contracts either for material alone or job completed. Write us for prices. We can save you money.



# GRAIN RECEIVERS

## MILWAUKEE

O. MOHR, Mgr. G. C. HOLSTEIN, Sec'y-Treas.  
**Mohr-Holstein Commission Co.**  
 29 Chamber of Commerce  
 MILWAUKEE  
 Sample Grain a Specialty  
 BRANCH OFFICES AT CHICAGO AND MINNEAPOLIS

H. H. Peterson, President E. H. Heimke, Vice-President  
 Peter Peterson, Secretary  
**L. Bartlett & Son Co.**  
 GRAIN  
 COMMISSION MERCHANTS  
 Room 23 Chamber of Commerce Building  
 MILWAUKEE, WIS.

OUR SPECIALTIES:  
 Malting Barley  
 Milling and Distilling Rye  
 FAGG & TAYLOR, Shippers  
 MILWAUKEE, WIS.

## LANCASTER

**DO YOU REALIZE**  
 That country trade always pays you  
 best in every way?  
 We work a large country business.  
 See the point?  
 JONAS F. EBY & SON, LANCASTER, PA.

## CINCINNATI

## Store Your Grain

Authorized Public Storage.

Negotiable Elevator Receipts Issued.

In Direct Line for Grain from the West  
 to Eastern Markets.

Grain can be Re-consigned to Eastern  
 Points any time within SIX MONTHS  
 at the through rate.

Write for Particulars as to Storage and  
 Insurance Rates, etc.

**THE BIG FOUR ELEVATOR CO.**  
 CINCINNATI, OHIO, J. D. LINDSAY, Mgr.

## NEW YORK CITY

**L. A. MOREY CO.**  
 GRAIN  
 Brokerage and Commission  
 C 1 Produce Exchange NEW YORK  
 CONSIGNMENTS SOLICITED  
 MEMBERS { New York Produce Exchange  
 National Grain Dealers' Association

**L. W. FORBELL & CO.**  
 Commission Merchants  
 342 Produce Exchange NEW YORK  
 Try us with consignments of oats and corn.  
 We are Specialists in these grains and  
 are strictly Commission Merchants.

**BROOKLYN HAY & GRAIN CO.**  
 HAY, STRAW AND GRAIN  
 COMMISSION MERCHANTS  
 ON ALL MARKETS IN NEW YORK HARBOR  
 Office: Borough of Brooklyn, New York

## ST. LOUIS

H. C. SCHULTZ, Pres't. H. H. BECKMAN, Vice Pres't. C. L. NIEMEIER, Sec. & Treas.  
 SHIP YOUR GRAIN AND SEED TO  
**SCHULTZ & NIEMEIER COMMISSION CO.**  
 GRAIN GENERAL COMMIS-  
 SION MERCHANTS.  
 Consignments Solicited. 305-306 Chamber of Commerce  
 St. Louis, Mo.

**PICKER & BEARDSLEY COM. CO.**  
 St. Louis, Mo.  
 GRAIN, HAY and GRASS SEEDS  
 We protect your interest on grades and weights and make  
 prompt returns. Try us for RESULTS when you ship to  
 St. Louis. Established 1876.

## DETROIT

A. S. DUMONT R. C. ROBERTS R. L. HUGHES  
**Dumont, Roberts & Co.**  
 RECEIVERS GRAIN SHIPPERS  
 Chamber of Commerce Merchants Exchange  
 DETROIT, MICH. DECATUR, ILL.  
 Consignments Solicited. Ask for our bids and quotations.

**CAUGHEY & CARRAN**  
 DETROIT, MICH.  
 Grain and Seed Merchants and Commission  
 OUR SPECIALTY: OATS AND CLOVER SEED  
 We handle Beans, Barley, Rye, Corn, Wheat. Try us. Liberal  
 advances.  
 OFFICES: 620 to 624 Chamber of Commerce  
 ELEVATOR and SEED HOUSE: Cor. 14th and Baker Sts.

## PEORIA

**P. B. & C. C. MILES**  
 Established 1875 Incorporated 1910  
 PEORIA, ILL.  
 Handling Grain on Commission  
 Our Specialty

A. G. TYNG, Jr. D. D. HALL  
**TYNG, HALL & CO.**  
 Grain and Commission  
 Merchants  
 Rooms 33 and 35 Chamber of Commerce  
 PEORIA, ILLINOIS

C. W. Buckley. Thos. J. Pursley  
**Buckley, Pursley & Co.**  
 COMMISSION MERCHANTS  
 GRAIN, HAY AND SEEDS  
 PEORIA, ILL.  
 References { First National Bank, Peoria, Ill.  
 Commercial German National Bank, Peoria, Ill.

**W. W. Dewey & Sons**  
 GRAIN COMMISSION  
 26 Chamber of Commerce, PEORIA, ILL.  
 Prompt personal attention given to  
 Consignments and orders for grain.

## BALTIMORE

JOHN M. DENNIS, Pres't. FERDINAND A. MEYER, V.-Pres't. THOMAS C. CRAFT, JR., Treas.  
**LOUIS MÜLLER CO.**  
 Grain Receivers and Exporters  
 BALTIMORE, MD.  
 Members of the Baltimore Chamber of Commerce, Chicago  
 Board of Trade, St. Louis Merchants' Exchange, Grain  
 Dealers' National Association, Indiana Grain Dealers'  
 Association.

**CHAS. ENGLAND & CO.**  
 RECEIVERS OF  
 GRAIN and HAY  
 308-310 Chamber of Commerce  
 BALTIMORE, MD.

DO YOU SELL OR CONSIGN?  
**KIRWAN BROS. GRAIN CO.**  
 BALTIMORE, MD.  
 BUYERS, RECEIVERS AND SHIPPERS  
**THEY GET RESULTS**

## BOSTON

**SETH CATLIN, JR.**  
 (MEMBER CHAMBER OF COMMERCE)  
 BROKER  
 GRAIN and FEED  
 Chamber of Commerce, BOSTON, MASS.  
 If interested in selling Grain or Feed throughout New Eng-  
 land, correspondence solicited.



# GRAIN RECEIVERS

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When "Seedy"  
Try  
**C.A. King & Co.**

Futures and Consignments.  
Red Clover, Timothy and Alsike.  
Toledo Leads The World

**JOHN WICKENHISER & CO.,**  
Buyers and Shippers of Grain  
We buy F. O. B. your station for  
direct shipment to interior points.  
*Personal attention to consignments.*  
TOLEDO, OHIO

The Oats Specialists  
**H. D. RADDATZ & CO.**  
GRAIN, SEEDS AND FUTURES  
Always in the market to buy or sell. Ask for  
our prices.  
Room 21, Produce Exchange  
TOLEDO, OHIO

E. L. SOUTHWORTH KENTON D. KEILHOLTZ  
**Southworth & Company**  
GRAIN, SEEDS AND PROVISIONS  
36 and 37 Produce Exchange  
TOLEDO, OHIO  
Both Long Distance Phones 555—Direct to Exchange Floor. Members Toledo Produce Exchange Chicago Board of Trade

**National Milling Co.**  
Toledo, Ohio  
Daily Flour Capacity 4,000 Barrels. Elevator  
Capacity 1,500,000 Bushels.  
Always in the market for milling wheat; ask for  
our daily bids.

**W. A. RUNDELL CO.**  
GRAIN, MILL FEED, SEEDS  
RECEIVERS AND SHIPPERS  
Solicit Your Consignments—Also Orders in Futures  
Specialty: No. 2 Milling Wheat  
TOLEDO OHIO

“SEND IT TO...”  
**Zahm**  
THAT CONSIGNMENT OF GRAIN OR SEED,  
THAT ORDER FOR FUTURES.  
**J. F. ZAHM & CO., Toledo, O.**  
FRED MAYER FRED JAEGER  
Members Toledo Produce Exchange and Chicago Board  
of Trade.  
"HERE SINCE 1879"

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Sizing up Pittsburg Market?  
THINK OF  
**H. G. MORGAN,** "The Pittsburg Hay Man"  
727-729 Grain Exchange, Pittsburg, Pa.  
**HAY—Ear Corn, Oats—HAY**

IN THE ONE SPOT 45 YEARS  
**Daniel McCaffrey's Sons Co.**  
Leading Hay and Grain Dealers  
Pittsburg - - - Pennsylvania

**D. G. Stewart & Geidel**  
GRAIN, HAY and FEED  
RYE A SPECIALTY  
Office 1019 Liberty Street Pittsburg, Pa.  
Proprietors Iron City Grain Elevator. Capacity 300,000 bu.

Established 1878  
**C. A. FOSTER**  
Wholesale Grain, Hay, Straw and Feed  
WABASH BUILDING PITTSBURG, PA.  
Member: { Grain Dealers National Association  
National Hay Association

C. M. HARDMAN D. V. HECK  
**HARDMAN & HECK**  
Receivers and Shippers of  
GRAIN, HAY AND MILL FEED  
IN CAR LOADS  
Office: 723-725 Wabash Bldg., Pittsburg, Pa.  
We buy direct or handle your grain on consignment. Our  
facilities are unequalled for handling your shipments  
satisfactorily in the Pittsburg market.

**W. F. Heck & Company**  
RECEIVERS AND SHIPPERS IN CAR LOTS  
MIXED CARS OUR SPECIALTY  
Grain, Hay, Straw and Mill Feed  
Room 727, Wabash Bldg., Pittsburgh, Pa.  
Members: National Hay Association and Use Robinson's  
Pittsburg Grain and Flour Exchange Code.

## KANSAS CITY

R. J. THRESHER, Pres. L. A. FULLER, Sec'y  
**THRESHER-FULLER GRAIN CO.**  
Grain Commission Merchants  
CONSIGNMENTS SOLICITED  
Grain Bought and Sold for Future Delivery  
311-14 Board of Trade KANSAS CITY, Mo.

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**HOLMQUIST ELEVATOR CO.**  
OMAHA, NEBRASKA  
Receivers and Shippers of Grain  
Sacked Corn and Oats a Specialty  
Consignments Solicited


**CAVERS ELEVATOR CO.**  
OMAHA  
Receivers and Shippers of Grain  
SACKED CORN AND OATS  
Members: Omaha Grain Exchange Chicago Board of Trade.

## INDIANAPOLIS

M. T. DILLEN, President Long Distance Phones:  
W. J. RILEY, Secretary Bell, Main 3434  
New Co. 3434-K  
**The Cary Jackson Grain Co.**  
Receivers and Shippers of  
Grain, Hay, Flour and Feed  
610 Board of Trade INDIANAPOLIS, IND.  
TRY US

**The Bassett Grain Co.**  
INDIANAPOLIS  
Telephones 80 615-616 Board of Trade

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 **F. H. PEAVEY & CO.**  
MINNEAPOLIS, MINN.  
GRAIN RECEIVERS  
Consignments Solicited.  
MILLING WHEAT A SPECIALITY

J. L. McCAULL, President R. A. DINSMORE, Vice President  
S. J. McCAULL, Secretary A. M. DINSMORE, Treasurer  
**The McCaull-Dinsmore Co.**  
COMMISSION MERCHANTS  
915-16-17 CHAMBER OF COMMERCE  
MINNEAPOLIS, MINN.  
DULUTH MILWAUKEE OMAHA

## CRAWFORDSVILLE, Ind.

**Crabbs Reynolds Taylor Company**  
CLOVER SEED  
Car Lot BUYERS of GRAIN  
Crawfordsville Indiana



# GRAIN RECEIVERS

CHICAGO

CHICAGO

CHICAGO

## ARMOUR GRAIN CO.

### GRAIN DEALERS

CONSIGNMENTS SOLICITED. This department is fully equipped in every way to give the very best service in Chicago.

137 S. La Salle St. CHICAGO

## SOMERS, JONES & CO.

(INCORPORATED)

### COMMISSION MERCHANTS

GRAIN AND FIELD SEEDS

CHICAGO MILWAUKEE MINNEAPOLIS

We are amply prepared to give the best of service on consignments of cash grain and on orders for future delivery.

Make drafts on us and address all correspondence to us at 82 Board of Trade, CHICAGO

Good Prices  
Prompt Returns  
Very Best Attention  
**AND W. A. FRASER CO.**  
"They're Running Mates"

MINNEAPOLIS CHICAGO MILWAUKEE

## E. W. BAILEY & CO.

### Commission Merchants

GRAIN, SEEDS AND PROVISIONS

72 Board of Trade CHICAGO

## J. P. GRIFFIN & COMPANY

### Grain Commission

61 BOARD OF TRADE

Long Distance Telephone  
Harrison 5693

CHICAGO

## C. H. CANBY & CO.

8 Board of Trade

CHICAGO

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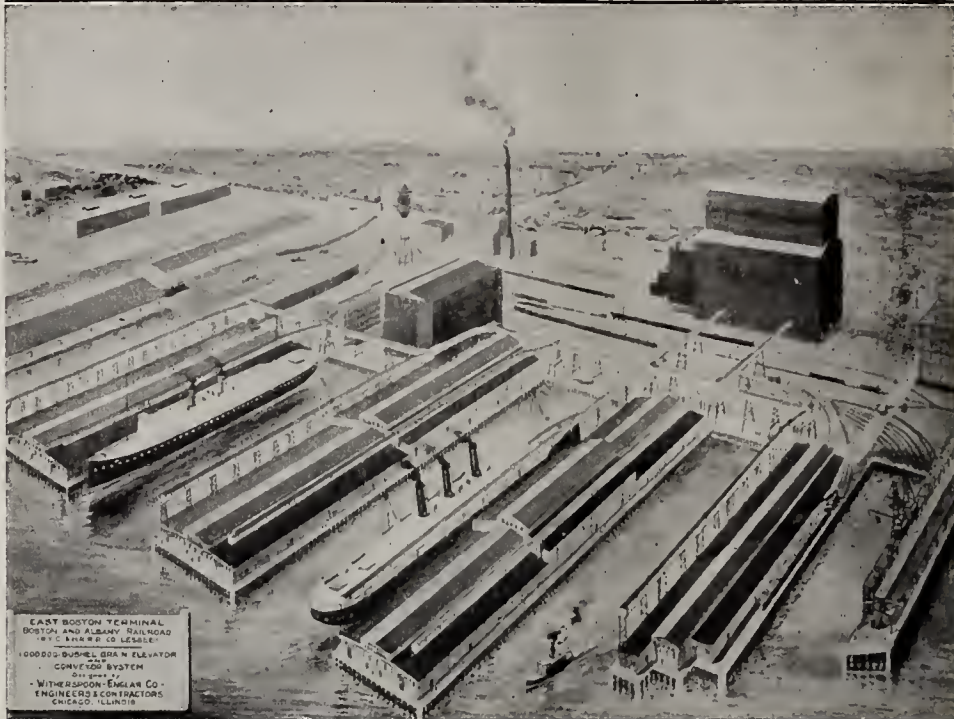


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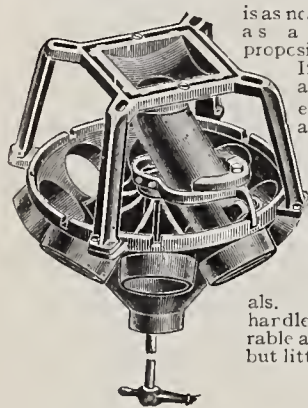
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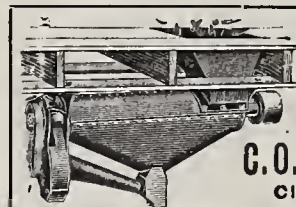
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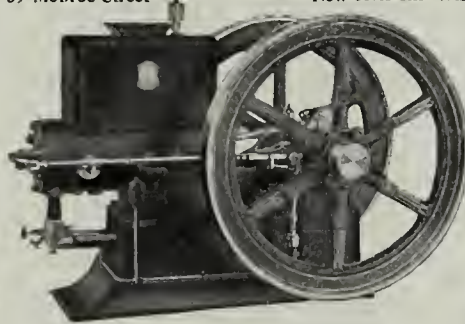
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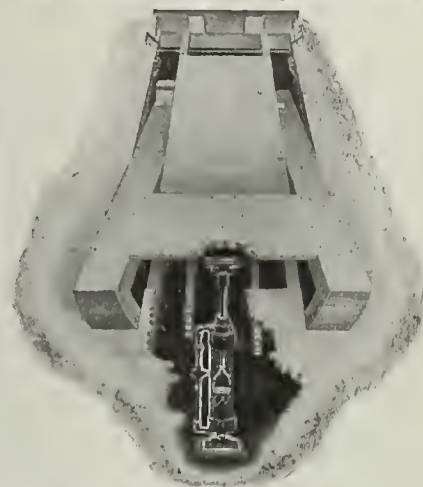
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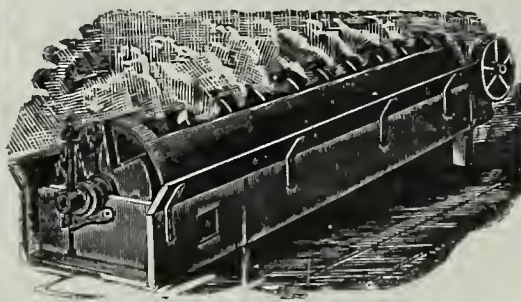
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Surplus	-	-	-	-	-	4,000,000.00
Undivided Profits	-	-	-	-	-	1,000,000.00
Deposits	-	-	-	-	-	60,000,000.00

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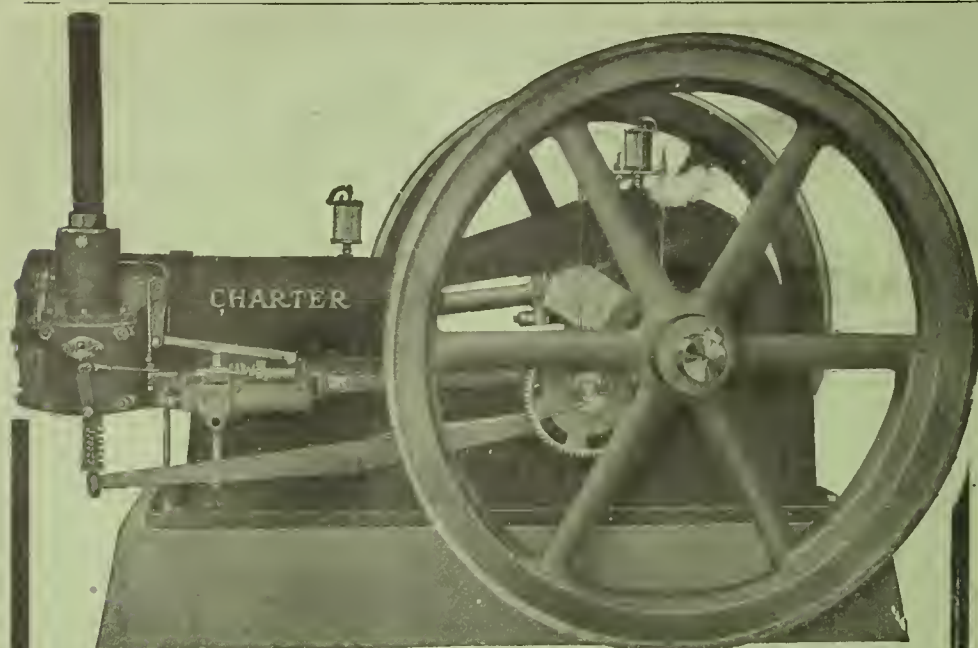
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UNITED STATES DEPOSITARY

FOREIGN EXCHANGE

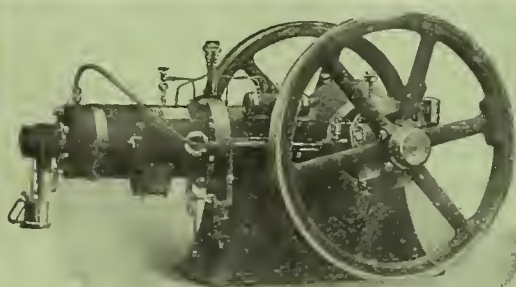
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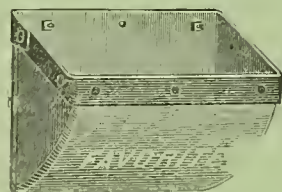
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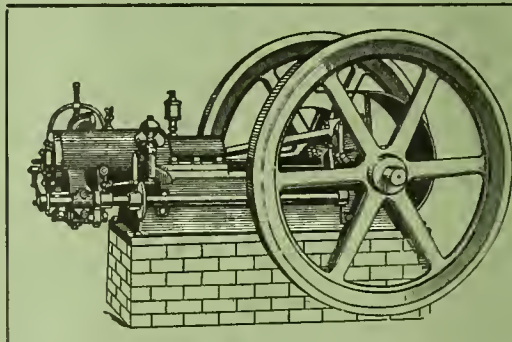
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